

Purchasing Week

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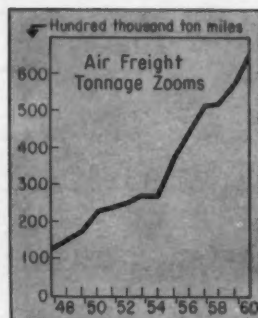
New York, N. Y., February 27, 1961

| | |
|---|----|
| Price Perspective | 2 |
| Washington Perspective | 4 |
| Foreign Perspective | 8 |
| Management Memos | 10 |
| Purchasing Week Asks | 11 |
| Cleveland-Pittsburgh Perspective | 20 |
| Professional Perspective | 23 |
| New Products | 26 |

\$6 A YEAR U.S. AND CANADA \$25 A YEAR FOREIGN

Shippers to Win Rate Break in Air Cargo Boom

AIR FREIGHT PICTURE AT A GLANCE



| Category | Kind of Carrier | Average Rates |
|---|--|---|
| General commodity | All-purpose, all-cargo | 23¢ to 45¢/ton-mile |
| Specific commodity (individually-rated items) | All-purpose, all-cargo | 15¢ to 21¢/ton-mile |
| Deferred air freight | Long-distance (non-regional) | 11¢/ton-mile, third day Delv. up to 2,100 mi. |
| Air parcel post | Postoffice handling via all-purpose, all-cargo | 7¢ oz. up to 8 oz., 60¢-80¢/lb., \$33.72-\$56/70 lb |
| Air express | REA handling via all-purpose, all-cargo | \$4.50-\$39.70/50 lb., \$7-\$77.40/100 lb. |
| Transatlantic | All-purpose, all-cargo | 48.7¢/ton-mi. (lowest) |

Lower Tariffs Sought To Go With the Lure Of Speedier Service

New York—Air freight is growing at a jet propelled pace, and carriers expect 1960's air freight volume of 645-million ton miles to increase by 15% this year. The chart to the left shows how dramatic this air freight rise has been.

Added to this, there's plenty of evidence that air carriers will be competing for the shipper's business with more all-cargo routes and equipment, more specially tailored services and, possibly lower rates.

The strike of flight engineers that tied up most of the country's air passenger transport last week gave cargo carriers, forwarders, and others in the air cargo business an opportunity to demonstrate ability to keep goods moving. By shifting shipments among still operating carriers and to local service lines, cargo service far outperformed passenger.

Here are recent developments pointing to a wealth of choice in rates and services that could develop for the shipper.

• **Rates.**—Flying Tiger Line and American Airlines both are urging reduction of the 1953 minimum rate order. Flying Tiger has proposed specific rate reductions on some commodities to 8¢ or 9¢/ton-mi., equal to long-haul truck rates.

• **All-cargo routes.** A CAB examiner recommended recently that all-cargo routes of some airlines be expanded. Another recommendation, that only two all-cargo carriers be authorized, was based on the efforts of the (Turn to page 34, column 3)

Owens-Illinois Paces Glass Container Makers In General Price Boost

New York—Glass container makers have begun to follow through on their recent warnings that price increases were imminent. Owens-Illinois led the parade of price warnings with an announcement that it was posting general boosts on virtually all types of jars and bottles, effective April 1.

Most other firms indicated that they were prepared to increase their own tags effective about the same time. Commented one executive, "We have been wanting to raise prices for six months now, but haven't dared to follow through until we were sure that Owens-Illinois and the other giants would go along with the increase."

One industry spokesman estimated the increase somewhere in the 3% to 5% range; though changes on individual products would show greater variation.

An analysis of labor costs given by Ray H. Mulford, Owens-Illinois executive vice president in charge of glass container operations, underscored the reasons for the increase.

"By April 1," Mulford noted, (Turn to page 33, column 5)

Administration Gets Down to Cases In the Fight to Keep Prices in Line

Washington—The Kennedy Administration, which has been voicing concern over prices since it took office last month, began dealing with specific cases last week. At a day-long hearing on residual oil quotas, Interior Secy. Stewart L. Udall disclosed the President had asked him to investigate sharp increases in heating oil prices in recent weeks.

Carton Producers See Prices Bottoming Out

New York—Prices for shipping and packaging cartons are about as low as they can go. That was the consensus among paper mill officials queried by PURCHASING WEEK at the American Paper & Pulp Assn's. annual convention at New York's Waldorf Astoria.

Some producers see a possibility of firmer tags in a month or two. "It all depends," said an executive of one leading manufacturer. "Demand has picked up over the last four weeks—especially in corrugated cartons for durable goods—but whether this is just seasonal, or a true signal of improving business, we won't know for a few weeks."

Some industry observers pre- (Turn to page 33, column 4)

Seaway Opening in April To Signal Higher Tariffs On Most Shipping Lines

Chicago—Higher freight rates will be put into effect by some lines serving the Great Lakes-ocean shipping trade when the St. Lawrence Seaway opens for the 1961 season April 15.

For the second consecutive year, increases in tariffs averaging out to about 10% have been announced by members of a conference serving Lake Ports and the North Atlantic Ports of the United Kingdom, Scandinavia, Bordeaux-Hamburg, and the Baltic.

A spokesman for the Great Lakes Overseas Freight Conference in Chicago, with 22 member shipping lines calling on the above-named ports, said that while the new rates now being quoted were for the eastbound trade, westbound rates probably (Turn to page 33, column 3)

"The President and this Administration are not going to stand by and see excessive and inflationary things of this nature in regard to something as basic as fuel that people use to heat their homes," Udall asserted.

Also in on the investigation were the Dept. of Justice and the Federal Trade Commission. The increases referred to ranged from 16.8¢ to 21¢/bbl. in early February.

What investigators will be (Turn to page 4, column 3)

Water Tube Discounts

New York — Copper water tubing prices—for quantities of 5,000 lb. (or ft.) and up—are 5% lower in the market place than on official mill price lists.

The 5% discount was first applied to 20,000 lb. (or ft.) and over, but last week brass mills generally broadened the discount range down to the usual 5,000 lb. quantity.

"That 20,000 lb. cutoff point (Turn to page 33, column 3)

This Week's

Purchasing Perspective

FEB. 27-
MAR. 5

With the federal government seemingly more watchful than ever in its antitrust policing of exclusive marketing activity, purchasing men justifiably could ask this question:

Do restrictions imposed by past and recent cases mean that business must be conducted in a vacuum and with complete disregard for business friendships?

Not at all, according to one of the top officials of the Federal Trade Commission. The FTC's litigation director, Joseph E. Sheehy, says he considers reciprocal buying—or mutual back scratching, if you will—among the facts of life. And he believes the commission has "frequently shown its willingness to recognize the realities of the business world."

According to Sheehy, the U.S. Supreme Court provided a useful rule of thumb by which the legality of reciprocal contracts may be measured in a ruling involving the International Salt Co. The court concluded that "under the law agreements are forbidden which 'tend to create a monopoly,' and it is immaterial that the tendency is a creeping one rather than one that proceeds (Turn to page 33, column 1)

P/W PANORAMA

• **Packaging Revolution in the 1960s?** Producers of plastic foam think so, and they believe such materials as polystyrene and polyurethane will be leading the way. For some background on foam and its uses, see pages 16 and 17.

• **Diversity of Manufacturing Activities** hasn't helped the Cleveland area much during the current economic slowdown. But the outlook is beginning to appear brighter. For the reasons, see the 'Cleveland-Pittsburgh Perspective' on page 20.

• **How Does the P.A. Stand Legally**, in the light of such recent developments as the Chrysler incident and the electrical equipment firms' troubles. P/W Consultant Sydney Prerau gives the answer in 'Professional Perspective' on page 23.

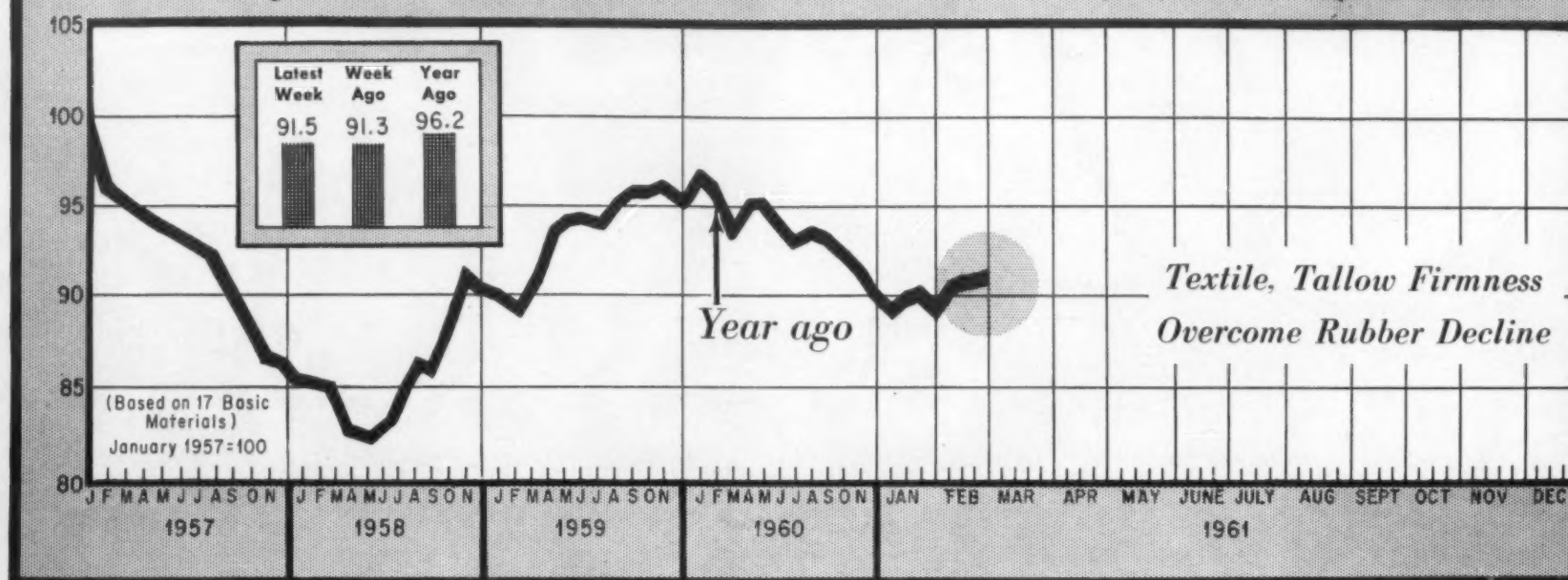
• **New Materials Keep Coming Out** at a bewildering rate, as producers attempt to broaden their markets. P/W puts you abreast of developments with a rundown on eight of the newest entries in the 'Product Perspective' on page 27.



SIZABLE SURPLUS: Lissome Lilly was sold to circus last week by N. Y. City Dept. of Purchases. Central Park Zoo said her 650 pounds was crowding her parents.

Purchasing Week Industrial Materials Price Barometer

This index, based on 17 basic materials, was especially designed by the McGraw-Hill Department of Economics.



This Week's Commodity Prices

METALS

| | Feb. 22 | Feb. 15 | Year Ago | % Yrly Change |
|--|---------|---------|----------|---------------|
| Pig iron, Bessemer Pitts., gross ton | 67.00 | 67.00 | 67.00 | 0 |
| Pig iron, basic, valley, gross ton | 66.00 | 66.00 | 66.00 | 0 |
| Steel, billets, Pitts., net ton | 80.00 | 80.00 | 80.00 | 0 |
| Steel, structural shapes, Pitts., cwt. | 5.50 | 5.50 | 5.50 | 0 |
| Steel, structural shapes, Los Angeles, cwt. | 6.20 | 6.20 | 6.20 | 0 |
| Steel, bars, del., Phila., cwt. | 5.97 | 5.97 | 5.975 | -.1 |
| Steel, bars, Pitts., cwt. | 5.675 | 5.675 | 5.675 | 0 |
| Steel, plates, Chicago, cwt. | 5.30 | 5.30 | 5.30 | 0 |
| Steel scrap, #1 heavy, del. Pitts., gross ton | 32.00 | 32.00 | 36.00 | -11.1 |
| Steel scrap, #1 heavy, del. Cleve., gross ton | 29.00 | 29.00 | 39.00 | -25.6 |
| Steel scrap, #1 heavy, del. Chicago, gross ton | 31.00 | 30.00 | 34.00 | -8.8 |
| Aluminum, pig, lb. | .26 | .26 | .26 | 0 |
| Secondary aluminum, #380 lb. | .228 | .23 | .25 | -8.8 |
| Copper, electrolytic, wire bars, refinery, lb. | .286 | .286 | .327 | -12.5 |
| Copper scrap, #2, smelters price, lb. | .233 | .23 | .253 | -7.9 |
| Lead, common, N.Y., lb. | .11 | .11 | .12 | -8.3 |
| Nickel, electrolytic, producers, lb. | .74 | .74 | .74 | 0 |
| Tin, Straits, N.Y., lb. | 1.016 | 1.008 | 1.011 | +.5 |
| Zinc, Prime West, East St. Louis, lb. | .115 | .115 | .13 | -11.5 |

FUELS†

| | | | | |
|---|------|------|------|-------|
| Fuel oil #6 or Bunker C, Gulf, bbl. | 2.30 | 2.30 | 2.00 | +15.0 |
| Fuel oil #6 or Bunker C, N.Y., barge, bbl. | 2.62 | 2.62 | 2.37 | +10.5 |
| Heavy fuel, PS 400, Los Angeles, rack, bbl. | 2.10 | 2.10 | 2.15 | -2.3 |
| Lp-Gas, Propane, Okla., tank cars, gal. (net price) | .045 | .045 | .045 | 0 |
| Gasoline, 92 oct. reg., Chicago, tank car, gal. | .124 | .124 | .111 | +11.7 |
| Gasoline, 84 oct. reg., Los Angeles, rack, gal. | .108 | .108 | .112 | -3.6 |
| Kerosene, Gulf, Cargoes, gal. | .103 | .103 | .09 | +14.4 |
| Heating oil #2, Chicago, bulk, gal. | .103 | .103 | .091 | +13.2 |

CHEMICALS

| | | | | |
|---|-------|-------|-------|-------|
| Ammonia, anhydrous, refrigeration, tanks, ton | 94.50 | 94.50 | 90.50 | +4.4 |
| Benzene, petroleum, tanks, Houston, gal. | .34 | .34 | .34 | 0 |
| Caustic soda, 76% solid, drums, carlots, cwt. | 4.80 | 4.80 | 4.80 | 0 |
| Coconut oil, inedible, crude, tanks, N.Y. lb. | .135 | .138 | .193 | -30.1 |
| Glycerine, synthetic, tanks, lb. | .273 | .273 | .293 | -6.8 |
| Linseed oil, raw, in drums, carlots, lb. | .167 | .167 | .176 | -5.1 |
| Phthalic anhydride, tanks, lb. | .195 | .195 | .165 | +18.2 |
| Polyethylene resin, high pressure molding, carlots, lb. | .275 | .275 | .325 | -15.4 |
| Rosin, W.G. grade, carlots, fob N.Y. cwt. | 17.00 | 17.00 | 13.70 | +24.1 |
| Shellac, T.N., N.Y. lb. | .31 | .31 | .31 | 0 |
| Soda ash, 58%, light, carlots, cwt. | 1.55 | 1.55 | 1.55 | 0 |
| Sulfur, crude, bulk, long ton | 23.50 | 23.50 | 23.50 | 0 |
| Sulfuric acid, 66° commercial, tanks, ton | 22.35 | 22.35 | 22.35 | 0 |
| Tallow, inedible, fancy, tank cars, N.Y. lb. | .069 | .068 | .056 | +23.2 |
| Titanium dioxide, anatase, reg. carlots, lb. | .255 | .255 | .255 | 0 |

PAPER

| | | | | |
|---|--------|--------|--------|-------|
| Book paper, A grade, Eng. finish, Untrimmed, carlots, cwt. | 17.75 | 17.75 | 17.20 | +3.2 |
| Bond paper, #1 sulfite, water marked, 20 lb, 16-carton lots, cwt. | 25.20 | 25.20 | 25.20 | 0 |
| Chipboard, del. N.Y., carlots, ton | 100.00 | 100.00 | 100.00 | 0 |
| Wrapping paper, std. Kraft, basis wt. 50 lb rolls | 9.50 | 9.50 | 9.25 | +2.7 |
| Gummed sealing tape, #2, 60 lb basis, 600 ft. bundle | 6.60 | 6.60 | 6.30 | +4.8 |
| Old corrugated boxes, dealers, Chicago, ton | 14.00 | 14.00 | 18.00 | -22.2 |

BUILDING MATERIALS‡

| | | | | |
|--|--------|--------|--------|-------|
| Cement, Portland, bulk carlots, fob New Orleans, bbl. | 3.65 | 3.65 | 3.65 | 0 |
| Cement, Portland, bulk carlots, fob N.Y., bbl. | 4.20 | 4.20 | 4.18 | +.5 |
| Southern pine, 2x4, s4s, trucklots, fob N.Y., mftbm | 116.00 | 116.00 | 124.00 | -6.5 |
| Douglas fir, 2x4, s4s, carlots, fob Chicago, mftbm | 122.00 | 122.00 | 138.00 | -11.6 |
| Spruce, 2x4, s4s, carlots, fob Toronto, mftbm | 80.00 | 80.00 | 89.00 | -10.1 |
| Fir plywood, 1/4" AD, 4x8, dealer, cld, fob mill, msf. | 60.00 | 60.00 | 68.00 | -11.8 |

TEXTILES

| | | | | |
|---|-------|-------|-------|-------|
| Burlap, 10 oz. 40", N.Y., yd. | .165 | .162 | .105 | +57.1 |
| Cotton middling, 1", N.Y., lb. | .326 | .324 | .333 | -2.1 |
| Printcloth, 39", 80x80, N.Y., spot, yd. | .172 | .172 | .222 | -22.5 |
| Rayon twill, 40 1/2", 92x62, N.Y., yd. | .205 | .205 | .235 | -12.8 |
| Wool tops, N.Y., lb. | 1.485 | 1.475 | 1.445 | +2.8 |

HIDES AND RUBBER

| | | | | |
|---|------|------|------|-------|
| Hides, cow, light native, packers, Chicago, lb. | .170 | .170 | .20 | -15.0 |
| Rubber, #1 std ribbed smoked sheets, N.Y., lb. | .286 | .294 | .401 | -28.7 |

† Source: Petroleum Week ‡ Source: Engineering News-Record

This Week's

Price Perspective

FEBRUARY 27-MARCH 5

A CHANGE IN CLIMATE—Many experts are now looking to metal markets for the first significant sign of a business upturn.

They point out that this is usually a pretty good advance indicator of business change. And it certainly was exactly that last spring, when metal demand began to sag well in advance of the current recession.

Now this barometer may be signaling the first faint signs of recovery. At least that's what many metal men read into these developments:

• **In steel**—Mill output has been rising for almost a month now—pushing tonnage to the highest point since last June. End of inventory piling and increased seasonal needs (especially in galvanized steel and tin plate) are expected to keep the sales picture bright.

• **In copper**—Vigorous foreign demand—spurred perhaps by fears of political chaos in the Congo—and production cutbacks are exerting an upward pressure on tags.

• **In lead and zinc**—Fair-to-middling sales are reported after a very disappointing January performance. Domestic cutbacks—running as high as 10% to 15%—are expected to improve the picture further. Positive action by the United Nation's Lead and Zinc Study Committee at its March meeting to broaden the cutbacks could be another plus factor.

• **In scrap**—Spearheaded by record export demand, steel scrap continues to rise. The key Pittsburgh #1 heavy melting grade, for example, now goes for \$32/ton—up \$5 from year-end levels. Scrap copper tags are also firm—going up another 1/4¢/lb. last week.

BETTER STATISTICS—Uncle Sam's information-gathering agencies are getting ready to speed up and improve the reporting of basic business data.

Here are several of the more important changes that could affect your own "economic planning" operations:

• **Manufacturers' orders**—Key hard goods orders, sales, and backlog figures will now be available two weeks after the end of the month covered. February data, for example, will be released about March 15—cutting in half the former four to five-week lag between coverage time and release.

• **Wholesale prices**—The Bureau of Labor Statistics' wholesale price index is undergoing a major revision. New weights and additional commodity coverage could create some "linking" problems according to one government spokesman. With this in mind, the bureau has announced it will furnish advice to users concerning any problem connected with the revision. The new series is targeted for early June release.

STRANGE FRUIT—Auto and other consumer goods industries may get a much needed shot in the arm from an odd source—President Kennedy's new farm program.

The program—by raising agricultural tags—would mean a considerable boost to farm purchasing power. This, in turn, would strengthen demand for agricultural equipment, automobiles, trucks, and a host of other "big-ticket" consumer items.

Aim is to raise net farm income well above last year's depressed \$11.3-billion level—and bring it closer to 1958's \$13-billion figure.

Big boosts are scheduled for feed grains and cotton. Corn proposal, for example, asks for a 13% boost—from \$1.06/bushel to \$1.20/bushel.

Cotton goes up to 82% of parity (the old Administration wanted a 70% figure). Textile men are particularly peeved over the 8 1/2¢/lb. government subsidy on exports. They claim it gives foreign mills too much of a raw material price advantage—and will tend to boost already heavy imports.

Effect of new program on "cost-of-living" would be negligible, according to price experts. That's because processing costs—rather than raw material costs—are the chief determinants of consumer food prices.

Celanese Designs Celcon Plastic As Substitute Material for Metal

New York—Celanese Corp. has developed a new high-strength plastic which will compete with DuPont's Delrin as a substitute material for metals in automobiles, appliances hardware, and a host of other industrial and consumer markets.

Introductory price for the new plastic, called Celcon, is 70¢/lb., 50¢/lb. over Delrin's current 65¢ price tag which was set only three weeks ago when DuPont announced a cut from 80¢/lb.

Celcon (anacetal co-polymer) is now available only in developmental quantities, but a full-scale plant is under construction, with completion scheduled for January of next year.

Although most of Delcon's physical properties resemble Delrin, a Celanese spokesman told

lb.-a-year level by the year 1970.

Largest immediate market for Celcon is expected to be in replacement of metals, such as die-cast zinc and aluminum, and brass, copper and steel. Typical uses include: decorative and functional automotive parts, machinery gears and bushings, business machine housings and components, communications equipment, appliances, packaging, conveyor belt sections, pump housings, and hose couplings.



TOUGH AS NAILS: Spikes made from Celcon are driven through wood block in test of strength.

NLRB Hits 'Agency Shop' Contracts

Washington—The National Labor Relations Board last week struck a blow at the growing union practice of demanding an "agency shop" provision in contracts where the union shop is forbidden by a state right-to-work law. The board ruled that a company which refuses to bargain over such a contract provision is not violating the Taft-Hartley Act.

Under an agency shop, a company agrees to collect from employees a fee equivalent to union initiation and dues even though they do not belong to the union

that represents them. An estimated 6% of all union contracts in the 20 states which have right-to-work laws contain such clauses.

The test case in question involved charges by the United Auto Workers that General Motors unlawfully refused to bargain in good faith when it declined to consider an agency shop provision for 14,000 employees in nine GM plants in Indiana, which has a right-to-work law. The NLRB dismissed the UAW complaint by a 3-2 vote.

Delrin vs. Celcon

| | Delrin | Celcon |
|----------------------|--------|--------|
| Price/lb. | 65¢ | 70¢ |
| Specific gravity | 1.425 | 1.410 |
| Hardness (Rockwell) | 94M | 76M |
| Yield Strength, psi. | 10,000 | 8,800 |
| Deflection temp. | | |
| 264 psi. | 212F | 230F |
| Dielectric constant | | |
| 73F, 10° cps. | 3.74 | 3.8 |
| Dissipation factor | | |
| 10° cps | .0034 | .005 |

PURCHASING WEEK that his company believes its plastic has an edge when it comes to long-term use at high temperatures, molding and extrusion processibility, and chemical resistance to alkalis.

Celanese claims that Celcon has "all the properties required of a high-strength engineering plastic" (see box) including hardness, stiffness, dimensional stability, light weight and resistance to abrasion and chemical attack, the plastic can be economically injection molded, extruded, or blow molded.

Harold Blanche, chairman of Celanese, estimates the total market for plastics such as Celcon will triple during the next three years and reach the 200-million-

Koppers Charged With Violating Antitrust Act

Washington—The Dept. of Justice has asked that Koppers Co., Inc., be ordered to divest itself of Thomas Flexible Coupling Co., Warren, Pa., on a charge that Koppers' acquisition of Thomas earlier this year violated the Clayton Antitrust Act.

The civil antitrust suit, filed in Pittsburgh federal court, alleges that the transaction may lessen competition and create a monopoly in production and sale of flexible couplings—devices used to transmit power between industrial machines. The government claimed that Thomas was eliminated as a competitor, and that Koppers' competitive advantage over other makers of the devices was enhanced.

Koppers, according to the complaint, is the nation's largest maker of flexible couplings, although it makes a broad range of other products. The company had 1959 sales of \$240,281,000, the government said. Thomas was the largest independent maker of flexible couplings prior to its acquisition by Koppers in January, the complaint said.



Fan mount and protective cage designed and produced for Buffalo Forge Co., Buffalo, New York.

Wire tool holster cost \$2.34 less than tubular unit.

Wire motor mount-guard cut vibration, saved over \$7 each.

Wire cleaner paddle cost 70% less than cast unit.

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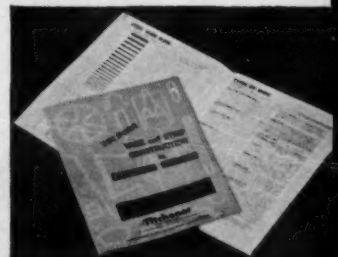
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Washington Perspective

FEB. 27-
MAR. 5

Promotion of sound wage-price policies shapes up as the major goal of Pres. Kennedy's new labor-management advisory committee. It also may prove to be the chief stumbling block in the way to substantial progress.

The tripartite group was launched in a flurry of good will. Labor members, for example, had nothing but praise for the industry representatives. They promised to avoid the pitfall of trying to line up the public members to support their point of view—if management would do the same.

At the same time, the union members contended the committee should promote "more understanding about the real relationship of wages and prices in management ranks." This may have a partisan smell to industry representatives.

Union leaders already are warning that wages alone should not be considered the villain in cost elements of production; that the committee should also discuss market practices, production techniques, taxes, profits, materials, promotion, and distribution in connection with price levels.

Labor Secy. Goldberg and Commerce Secy. Hodges, who will alternate each year as chairman of the 21-member group, insist that determination of a national policy on wages and prices will not result in any interference with specific contract negotiations.

But some industry leaders are not so sure this is possible. So far, all the talk about sound wage-price policies has been in generalities. Many are wondering who will get hurt and how they will react when the time comes for specifics.

The real test may come in the auto industry contract negotiations this summer. Pres. Walter Reuther of the United Auto Workers and Henry Ford II, board chairman of Ford Motor Co., both are committee members. If they can reconcile their dual roles at that time, the Kennedy committee may live to serve a useful function.

Defense Secy. McNamara has ordered an intensified effort to channel more military contracts to small business. Organization of the Pentagon's small business policy office has been overhauled to give control to career experts in military procurement rather than political appointees.

McNamara has directed the armed services to limit the use of noncompetitive, sole-source contracting whenever possible to spur more orders to small firms. He also ordered them to seek more set-asides for small business contracting and to encourage prime contractors to find means of letting more subcontracts to small companies.

The Eastern railroads are seeking more liberal tax depreciation laws to help improve both their facilities and their financial positions. This is something of a switch. Previously, the railroads had plumped for creation of a \$500-million federal freight car pool from which they could make long-term leases.

The reasoning apparently is that the idea of a car pool is dead. But the Kennedy Administration and several influential members of Congress plan a close look at tax structures, including depreciation allowances, this year to see if they can't be revamped to improve the business investment climate.

The railroads want either:

1) A plan under which they would be able to write off for tax purposes their rolling stock in 15 years instead of the normal 40 years, or;

2) Creation of a construction reserve plan under which they would be able to set aside tax-deductible reserves for the purchase of freight cars and other equipment.

Weekly Production Records

| | Latest Week | Week Ago | Year Ago |
|--|-------------|----------|----------|
| Steel ingot, thous tons | 1,582 | 1,524* | 2,674 |
| Autos, units | 82,445 | 94,277* | 167,113 |
| Trucks, units | 22,200 | 23,417* | 32,980 |
| Crude runs, thous bbl, daily aver | NA | 8,405 | 8,081 |
| Distillate fuel oil, thous bbl | NA | 15,662 | 12,619 |
| Residual fuel oil, thous bbl | NA | 7,018 | 6,785 |
| Gasoline, thous bbl | NA | 28,452 | 28,518 |
| Petroleum refineries operating rate, % | NA | 84.7 | 93.9 |
| Container board, tons | NA | 157,407 | NA |
| Boxboard, tons | NA | 90,285 | NA |
| Paper operating rate, % | 91.2 | 91.6* | 98.2 |
| Lumber, thous of board ft | 199,949 | 193,731 | 248,556 |
| Bituminous coal, daily aver thous tons | 1,227 | 1,213* | 1,382 |
| Electric power, million kilowatt hours | 14,315 | 14,744 | 14,226 |
| Eng const awards, mil \$ Eng News-Rec | 397.1 | 329.1 | 307.8 |

NA—Not available because of holiday.
*Revised

Military Set to Fire Off \$1.5-Billion in Orders

Washington — Military buyers, under orders to speed up spending as a recession antidote, have more than \$1.5-billion available for early purchase of submarines, missiles, and Army gear as well as pending construction projects.

The Pentagon says contracts will be let against appropriations already made, but they will start going out earlier than scheduled, perhaps in the next week or so—even before Pres. Kennedy asks for new funds.

The action stems both from re-

appraisals of defense needs as well as White House efforts to counteract the effects of the current recession.

For its spurt in new orders, the Army has toted up a shopping list of additional requirements running to some \$1-billion for a wide range of equipment. It includes the new 7.62 mm. rifle, assault rockets and grenade launchers, armored personnel carriers, the M-60 tank, the whole family of tactical missiles, light aircraft, communications gear, new model artillery, battle-

field support vehicles, and other equipment.

The best guess is that the \$1.5-billion expenditures will be added by Kennedy to former President Eisenhower's original \$42-billion military appropriation request for fiscal 1962. In addition to the Army procurement, extra funds also will be allotted for expansion of the Minute Man and Polaris Missiles and other projects.

The Pentagon plans to speed up by two to three months awards of \$650-million worth of procurement orders and \$40-million of construction contracts scheduled for the remainder of the year ending June 30.

The Defense Dept. also is studying plans to place some \$500-million worth of construction orders ahead of original schedules. These would be contracts to be awarded over the next year or nine months rather than spread over a year.

Place Contracts Earlier

Contracts to be placed earlier under the anti-recession drive—assuming Congressional approval—would be primarily for routine projects which are simple in design, can be quickly advertised, and would call for large numbers of unskilled or semi-skilled construction workmen.

Award of construction contracts for two ICBM bases, however, may also be made several months earlier under this policy: the three-squadron Minuteman facility at Ellsworth AFB, Rapid City, S.D., (\$40-million cost estimate) and the two-squadron Titan II facility at Griffiss AFB, Rome, N.Y., (\$80-million).

High Court Throws Out Award to Truck Firms In Antitrust Fight With Rails

Washington — The U.S. Supreme Court last week set aside a triple damage award of \$652,074 to the Pennsylvania Motor Truck Assn. levied against 24 Eastern railroads accused of illegally conspiring to drive truckers out of the profitable long-haul freight transportation business.

The damages arose out of a suit filed by the truckers and the PMTA in 1953 in which it was claimed that the Eastern Railroad Presidents' Conference, Carl Byoir Associates, Inc., and the 24 Eastern railroads conducted a widespread campaign to vilify trucks and worked unfairly to defeat bills in the Pennsylvania legislature which would have aided the trucking industry.

Justice Hugo Black, who wrote the unanimous opinion reversing the lower court's award, said that the Sherman Antitrust Act does not bar parties from attempting to persuade legislators to take any action "with respect to a law that would produce a restraint or monopoly." He agreed that the railroads' campaign involved deception of the public, but added that the struggle was a "no-holds-barred fight" between two industries "seeking control of a profitable source of income." The fact that deception played a part in the struggle was not enough to make it a Sherman Act violation, he wrote.

Kennedy Administration Begins Check Of 'Excessive and Inflationary' Prices

(Continued from page 1)

looking for are signs that heating oil prices rose for reasons other than natural market conditions. "In an investigation of this nature we would be concerned not so much that there has been an increase—a price increase is not an essential element—but rather how it came about," said a federal trustbuster.

'Less Than Surprising'

But Morgan J. Davis, president of Humble Oil and Refining Co., told Udall, in effect, the inquiry results will be somewhat less than surprising. Said Davis: "I believe, really, that you'll find these fluctuations are entirely in line with the seasonal fluctuations that have occurred over the years."

The announcement about an investigation into heating oil prices came at a time when Congress and federal administrators still were stewing over the electrical equipment industry antitrust cases that ended in jail terms and heavy fines for defendants in the Philadelphia cases. It also coincided with the seating of new antitrust chiefs—Paul Rand Dixon at the Federal Trade Commission and Lee Loevinger at the Justice Dept.—who are about to settle down in their new jobs and are considering the direction their enforcement policies will take.

And if President Kennedy continues to put great stress on holding down prices through a continuing attack on collusion, he'll find plenty of help among his trustbusting lieutenants. His brother, Attorney Gen. Robert F. Kennedy, has indicated he will initiate strong attacks on price fixing and illegal pricing agreements among competing companies.

Many Pricing Bills

Concern with pricing policies is reflected on Capitol Hill by a spate of legislation introduced last week aiming to toughen antitrust laws.

Rep. Wright Patman (D-Tex.), long-time advocate of small business and jousting with big business, submitted a bill in the House which would result in public quarterly reports of identical bids received by agencies of the federal government. As the law stands now, heads of agencies are required to report identical bids received in secret bidding to the Justice Dept.—but only when they believe violations of antitrust laws are involved. Patman's measure would require

reports to Justice of all identical bids. The Attorney General in turn would make quarterly reports to Congress of all identical bids reported to him. These would be printed as a public document and would be available for all to inspect.

In the Senate, Sen. Estes Kefauver (D-Tenn.), chairman of the Antitrust and Monopoly subcommittee, promises to continue a running series of hearings on identical bids and "administered" prices. He tentatively has scheduled hearings for some time this spring to delve further into prices and identical bids, for which the subcommittee will use a lengthy statistical report now being prepared on identical bids submitted to the Department of Defense over an 18-month period. The report includes data on a wide range of products purchased by the military—including such basic commodities as steel, aluminum, cement, paint, clothing, gypsum, machine tools, batteries, and bushings.

Kefauver also has on his schedule for this spring an inquiry into prices of American goods in foreign markets.

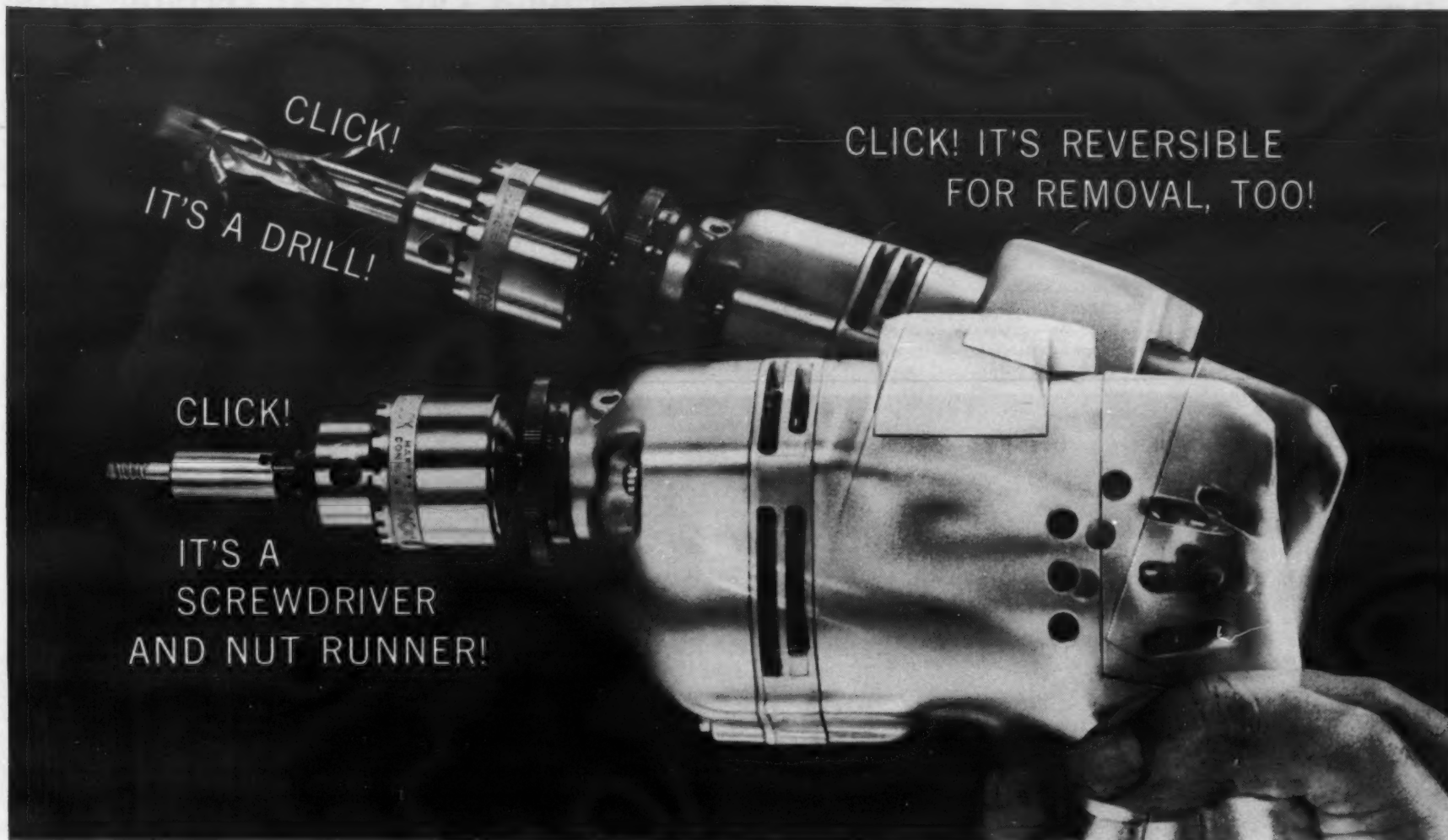
Still another tack which Kefauver might take could be significant to business. His interest in exploring the broad subject of ethics and moral standards in business heightened with the Philadelphia electrical cases, and he is known to have expressed concern over conflict of interest squabbling within Chrysler Corp.

Congress Seen Extending Time for Additive Tests

Washington—Congress is expected to extend the March 6 deadline for completion of industry tests on additives used in foods and certain food-packaging materials.

The request for the extension originally was made by former Secy. of Health, Education and Welfare Arthur S. Flemming. It was supported by new Secy. Abraham A. Ribicoff, and its approval is virtually certain as soon as Congress organizes fully.

The Food and Drug Administration said it was almost impossible for industry to complete the extension testing required in many cases by March 6. It asked for authority to extend the deadline in cases where the testing is being done in good faith and with all possible speed.



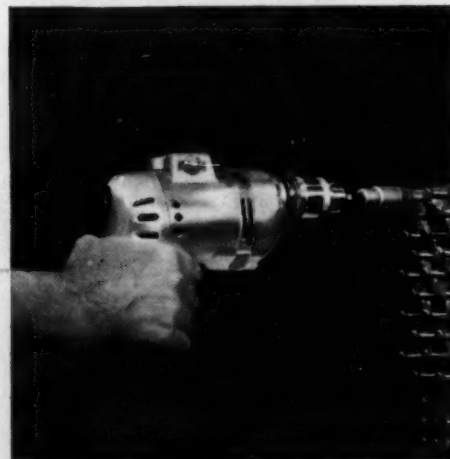
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TVA Evaluates Bids

Chattanooga, Tenn. — The Tennessee Valley Authority is evaluating bids from some 50 coal producers who are vying as suppliers for TVA's steam generating plants.

H. B. Hendrix, assistant director for the TVA division of materials, said it will take another week or two until the bids are evaluated. The bids were submitted on TVA invitation to meet needs of 50,000 to 70,000 tons of coal per week at steam generating plants where long-term contracts are expiring. The bids will be awarded as TVA evaluates delivery cost and quality.



WHAT'S MY LINE: Technical directors instruct panel for video filming of American Management Assn. discussions. Sequence above was part of display at Seattle conference to show how "road tours" will be made.

AMA Puts 'Great Lecture' Series On Videotape for Wider Circulation

Seattle — American Management Assn. presented a three-day conference and exhibit here last week that featured a videotape panel discussion, the first step in a plan to put the group's future shows on the road.

At present AMA is working out an idea that eventually will allow entire management presentations to reach areas across the country which otherwise would not be included in conferences.

Under this setup firms in

smaller cities will be able to get together and view a TV presentation of talks originally taped in New York. All P.A.'s interested in the association's new purchasing division will be able to get in on the benefits without taking a trek to a large city.

Problem now is showmanship — how to make speakers on film as lively and interesting as appearances in person. To overcome this difficulty, the Seattle conference followed the video panel with a "live" discussion of the problems raised on the screen. In this case, the subject was "National Patterns of Managerial Concern."

Discussing phases of the topic on film were Courtney Brown, Dean of the Columbia University Graduate School of Business, Col. Lyndall S. Urwick, chairman Urwick, Orr & Partners, London, C. D. Jackson, publisher of Life magazine, and Clarence Francis, chairman, Studebaker-Packard Corp. Afterward, a six-member group led by Paul B. Wishart, AMA vice-president in charge of General Management Div., commented on the show.

Other live talks at the conference included "A Hard Look at the Critical Tasks Confronting Management," "Improving the Effectiveness of Top Management Talent," and "The Managerial Lag and Its Effect on Security."

Among the exhibits was a demonstration of the new videotape operation. Registrants saw tape recording in actual operation and learned about AMA's video series called "Great Lectures."

Los Angeles Association Gives P.A.'s an Outline Of 'Management Profile'

Los Angeles — The third annual Professional Development Workshop of the Los Angeles Purchasing Agents' Assn. is taking a look at the "management profile" in a seven-week program that began Feb. 23.

The program, designed to give the purchasing agent training in vital working areas of management, includes subjects of creative thinking, communications, time management, decision making, and planning and control.

Speakers are Dr. Robert Tannenbaum, professor of personnel management, UCLA; John B. Bennett, member president's staff, System Development Corp.; John M. Russon, Massachusetts Life Insurance Co.; Gunther W. Klaus, manager, sales forecasting, Purex Corp., Ltd.; Robert D. Gray, director, Industrial Relations Section, California Institute of Technology; Dr. Theodore A. Anderson, commissioner of economic development, state of California.

Workshop program also includes Paisley Boney, president of the National Assn. of Purchasing Agents, who will be the speaker at the March 2 dinner meeting of the Los Angeles association.

The workshop is offered by the Professional Development Committee of the Los Angeles association.



WEIGHT-BEARING WAYS — The Ingersoll Milling Machine Company, one of the largest builders of specially designed machine tools, are particularly well known for their milling and boring machines. These machines are built in a range of sizes up to mammoth proportions. The phenolic laminated plastic ways shown above are used at the bottom of machine tables to prevent scoring of metal-bearing surfaces under their heavy loads. The plastic ways also reduce fitting time. Some of these machines have a capacity for carrying upwards of two hundred tons on the table in addition to the weight of the table. The laminated plastic ways were supplied by the Panelyte Division of St. Regis Paper Company and made with Mount Vernon Duck.

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Economist Sees Service Industries Sparking 'Silent Revolution' in '60s

Chicago — Service industries, which now employ more people than manufacturing firms, may trigger a "silent revolution" in the nation's economy during the 1960s, according to George Philips, assistant director of technio-economic research at Armour Research Foundation.

Philips, speaking before a meeting of the American Institute of Banking, described the shift of the nation's economy from manufacturing to service industries. He told the bankers and businessmen that "this increased need for services may be an off-setting factor for the displacement of personnel due to automation in manufacturing."

One reason for the transformation, said Philips, is that pent-up consumer demand for products since World War II have almost been satisfied. For example, he cited that in the closing quarter of 1960, consumer spending for manufactured items dropped \$2.5-billion, while service industries sales increased \$2-billion.

Philips reported that 33-million persons are now employed in service industries, compared with 27-million in manufacturing.

The Outlook

Reviewing the outlook for five service industries — research, transportation, leasing, contract maintenance, and personal, Philips was optimistic that each one will surge ahead in the coming decade. Summing up each, he had this to say:

• **Research.** "It is not only significant that there is more research, but that there is a greater degree of wisdom in the management control of research."

• **Transportation.** Jet travel and air freight will become more important and may tend to reverse the trend of industry from plant decentralization to centralization.

• **Capital leasing** has increased from \$450-million in 1953 to \$1.5-billion in 1958. "With the growing re-allocation of corporate funds toward research and marketing, there will be a greater need for long term financing of capital equipment and plants."

• **Contract maintenance,** although an infant industry today, will climb because it goes hand-in-hand with capital leasing. Productive equipment is becoming

more and more complex, and "banks" of outside experts may be needed to service such equipment.

• **Personal services**—Doctors, dentists, lawyers, pilots, etc.—will continue to move ahead at a meteoric rate, due to the rapid expansion of U. S. population. An upward trend in family incomes also will help; by 1970, the average annual income for a family unit may be \$10,000.

Shipper Co-Ops Accuse Truckers of Harassment

Washington — The National Conference of Non-Profit Shipping Assns. has charged that regulated truckers and freight forwarders were "losing freight" and trying to make shipper cooperatives a "whipping boy" because of it.

'Not Without a Fight'

"We don't intend to be a whipping boy without some fight," President Caghey B. Culpepper told the Conference's annual meeting. He said associations in the Conference were

"Organized to operate in a legitimate manner" and did not intend to have their operations restricted if they could help it.

Two units of the American Trucking Assn. and the National Motor Freight Traffic Assn. recently filed complaints before the Interstate Commerce Commission charging that 12 companies, most of them shipping associations, were operating illegally by secretly soliciting "outside" freight, publishing rates, and operating for a profit while posing as nonprofit organizations.

Culpepper said his group did not condone illegal activities but that he believed the truckers' real purpose was to cripple all cooperatives.

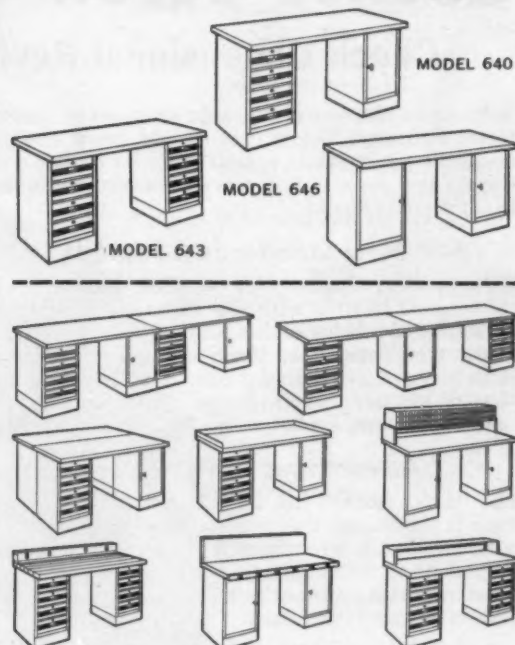
'Failed to Provide Service'

He charged that the truckers and freight forwarders had joined forces because they "have failed to provide service at reasonable rates and now they wish to eliminate an effect which they claim to be a cause for their trouble, and they do not care who gets hurt."



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Upturn in Orders Spurs White Motor to Increase Truck Production by 10%

Cleveland—White Motor Co. is increasing production of its White Truck Division by 10% to meet increases in orders for its regular line of over-the-road, long distance hauling, and construction industry vehicles.

The increase is in addition to an earlier production step-up of nearly 20% announced last month. White said incoming orders in January were larger than for any month since January 1960.

H. J. Nave, vice president in charge of the White Motor Division, said that February incoming orders also were showing encouraging signs.

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Foreign Perspective

FEBRUARY 27-MARCH 5

The fight between domestic and foreign textiles is reaching a new high. The latest action includes a labor threat of boycott of Japanese goods which, in turn, has the U. S.-Japan Trade Council talking of antitrust action.

Meanwhile, President Kennedy has named a Cabinet-level committee to study the textile imports situation. The committee already has started to work under chairmanship of Commerce Secy. Luther Hodges and one of its first acts was to ask for recommendations by Sen. John O. Pastore (D-R.I.), chairman of a Senate Interstate and Foreign subcommittee investigating textile problems.

Pastore already has conducted hearings on the problem and probably will publish its findings within the next week or two. Most of the testimony before his group urged imposition of a quota system on textile imports.

The Boycott threat came from the Amalgamated Clothing Workers of America whose officers are proposing May 1 as a deadline. Unless some action is taken to reduce the inflow of Japanese-made suits, union members may be asked to retaliate by refusing to sew other Japanese goods.

Tentative opening date for the St. Lawrence Seaway is April 15. If the ice breaks in time and weather conditions permit navigation, it will be the earliest opening since the Seaway went into business in 1959. Last year ships began moving through on April 18. The 1959 inaugural opening was April 25.

Great Lakes ports, meanwhile, are stirring in anticipation of another shipping season. Shipping agents are out beating the bushes for new business, and shippers are being bombarded with pamphlets and brochures boasting of the merits of the major ports.

Geneva—One of the Major decisions to come out of the just-completed ministerial meeting of the European Free Trade Assn. (The Outer Seven) was to accelerate the federation's internal tariff-cutting timetable.

The acceleration means that the second tariff cut of 10% (the first was 20% last July 1) will be put into effect next July 1, six months ahead of the original target date of Jan. 1, 1962. The move will put EFTA internal cuts in step with those of the Common Market group's new accelerated schedule. EFTA countries feel it's important to keep in step with the Common Market (France, Belgium, Netherlands, Western German, Luxembourg, Italy) to minimize problems of eventually linking the two trade groups.

Neither the EFTA meeting nor the recent sessions between Common Market governmental heads produced concrete signs of narrowing the Six-Seven gap. The meeting of the seven EFTA countries (Britain, Sweden, Denmark, Norway, Austria, Switzerland, Portugal) did conclude, however with an invitation to the Common Market six to start negotiations again for a "single European market which could comprise over 300-million people, one of the largest free markets in the world."

But in Britain, there's a feeling that although progress is slow, a gradual edging together is developing that eventually will bring a solution. It's hoped that Anglo-French talks scheduled to start this week will give another nudge in the right direction.

Tokyo—Hayakawa Electric Co. has come out with a new model of electric scissors that will be offered on both the domestic and foreign markets for household and industrial use. The high-speed, pushbutton scissors is designed to do a variety of cutting jobs. A domestic price of \$4.89 has been set; export prices will be announced later.

Japan's heavy electric machinery producers are keeping up the pressure on what they believe has been a successful overseas selling campaign. Just last week Shibaura Electric Co. won in international bidding for two 23,600 CV turbines at \$162,455 for a power station in Costa Rica. Delivery time: 61 weeks for the first, 65 weeks for the second.

Montreal—The typical Canadian subsidiary of U. S. firm buys "where it can get the best deal," notes a research study by the Canadian-American committee examining purchasing and other policies of U. S. firms with Canadian subsidiaries.

However, it notes three factors which determine whether a company will buy in Canada, the U. S., or elsewhere:

- Transportation costs and availability of goods and services.
- Content requirements of the Canadian tariff legislation, which sets the percentage of a product's total value which must be added in Canada in order to qualify as "made in Canada."
- Attitude of management toward buying Canadian goods.

FASTENOMICS

TIPS ON FASTENER APPLICATIONS BY STANSCREW

Socket Screw Standards Changed

Check Dimensional Revisions Now to Avoid Extra Costs

Important changes are now in progress in the socket screw industry. Every user should know the details and take appropriate action to avoid higher costs in the future. As a public service, Stanscrew is issuing this progress report.

New Standards Adopted

Exhaustive industry-wide studies, begun in 1954, culminated in 1959 with the adoption of new dimensional standards for socket head cap screws. Standard Screw participated in these studies and concurred in industry recommendations. The new standards, known as the "1960 Series", include changes in head diameters, socket sizes, and thread lengths.

Advantages of New Design

The "1960 Series" has been carefully engineered so there is functional uniformity for all sizes, particularly as applied to wrenching areas and to the relationship of head diameters to body diameters. It offers these important advantages over the previous design, known as the "1936 Series":

1. Larger wrenching area permits applications of clamping force . . . provides maximum utilization of fastener's inherent strength.
2. Provides increased bearing surface under the head . . . up to 233% more.
3. Minimum indentation . . . particularly important with softer metals.

What's Available When

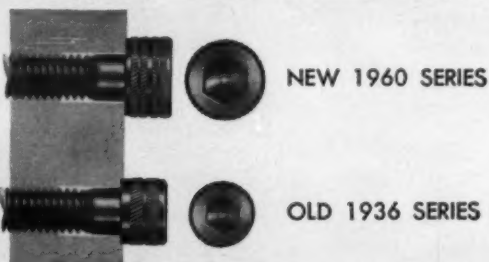
When the "1960 Series" was announced in 1959, it was believed it would become the only standard as of Jan. 1, 1961 and, thereafter, all "1936 Series" would be available only on special order. As previously announced, all sizes in the "1960 Series" are being supplied as standard. However, to make the transition as easy as possible, Stanscrew and other leading producers have extended the changeover period for certain sizes of the "1936 Series".

These are the sizes . . . $\frac{5}{16}$ ", $\frac{1}{4}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ ", $\frac{7}{8}$ " and 1" . . . for which the new standards include a change both in head diameter and socket width across flats. Until Jan. 1, 1963 both the "1936 Series" and "1960

Series" will be considered standard in these six sizes.

For all sizes, however, thread lengths are now being manufactured to "1960" standards. Once current inventories are depleted, "1936 Series" thread lengths will be available on special order only. Based on exhaustive surveys, this will prove no problem in the overwhelming majority of applications.

In some sizes . . . #1, #2, #4, #6, and #8 . . . head diameters are the same, but there has been a change in the socket width. In these sizes, current production is to "1960 Series" dimensions. These sizes are also available in the "1936 Series" until present stocks are depleted, but thereafter only on special order.



Change In Your Designs Essential

This industry program makes it essential that you review product designs to avoid future difficulties. All products now on your drawing boards should incorporate the "1960 Series" socket cap screws wherever possible. And, during the next two years, it is recommended you take advantage of model changes or other opportunities to change existing applications of the "1936 Series" to the "1960" standards. Failure to make provisions could result in procurement difficulties or the higher costs of non-standard items.

Complete Design Information Available

Stanscrew has prepared an up-to-date brochure giving complete information on all steps in this important transition, together with complete design data on both the "1960" and "1936 Series". You can obtain your copy through your local Stanscrew distributor. Call him today.

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STANDARD SCREW COMPANY 2701 Washington Boulevard, Bellwood, Illinois

Go Abroad if Necessary for Best Deal, P.A.'s Told

Springfield, Ohio—The purchasing agent is obligated to get the best deal "in the world" to satisfy his management. If other factors are equal and the price is better, he should buy from a foreign source.

This was one of the points

East Tennessee P.A.'s Co-Sponsor Seminar At State University Center

Knoxville, Tenn.—"Negotiations vs. Competitive Bidding" and "Administered Prices" are among the subjects slated for discussion at the Purchasing Agents Assn. of East Tennessee's second annual purchasing seminar, March 3-4.

The two-day session is co-sponsored by the University of Tennessee and will be held at the school's University Center.

White Frost, purchasing agent for S. B. Newman Co. here, heads the three-man panel that will tackle "Negotiations vs. Competitive Bidding."

The discussion will be followed by a mock negotiation session by the panelists and a talk on techniques of negotiation by Prof. Howard T. Lewis, Graduate School of Business Administration, Harvard University, Cambridge, Mass.

A second panel, on "Buyer, Seller, Engineer Relationships," will be moderated by Dr. E. O. Dille, head, marketing and retailing department, University of Tennessee.

Program agenda also includes a talk on data processing by W. C. Meyer, purchasing agent, Westinghouse Electric Corp., Pittsburgh. K. M. Miller, assistant purchasing agent, Rohm & Haas Co., Philadelphia, will cover "Problems in Surplus and Scrap Disposal."

NAPA Maps Convention Entertainment for Wives

Chicago—P.A.'s wives are going to find a new note in the program for the NAPA annual convention, June 4-7. Activities for the ladies will be both educational and social.

"We feel the ladies should be drawn into the over-all picture," reports Helen H. Waterman, director of purchases, Chicago Motor Club, and chairman of ladies' entertainment. "We are offering a lot more in the way of diversification."

Slated to be of top interest to wives is a talk on "Understanding Your Man" by Dr. C. Gilbert Wrenn, professor of educational psychology, University of Minnesota, Minneapolis.

"Current Economic Conditions" will be discussed by Dr. Ezra Solomon, professor of finance, University of Chicago, and G. W. Howard Ahl will brief the distaff audience on "What Is the NAPA?"

Other high points in the ladies' program include a demonstration on gourmet cooking by Antoinette Pope, School of Fancy Cookery. After luncheon at the Polynesian Village the women will be entertained by Julie Harand, musical dramatist.

made at the Springfield Purchasing Agents Assn.'s February meeting on "Foreign Buying and Competition." McKnight Kinne, general purchasing staff, Armco Steel Co., Middletown, Ohio, was speaker, and J. K. Brannan, purchasing agent, Steel Products Engineering Co., division of Kelsey-Hayes Co., and chairman of the group's professional development committee, conducted the session.

To meet foreign competition, Kinne said, we must have a better product if possible. He sug-

gested helping to raise the living standard of foreign countries, thus leveling out prices to make our costs more competitive with theirs.

We have been so busy producing for our own market, Kinne said, that we have paid little or no attention to the foreign market, which has been exploited by many other nations including the Soviet bloc. He said present depreciation laws and tax structures are not favorable to the American businessman at this time in a competitive world market.



HUDDLE: PW Consultant F. Albert Hayes (left) chats with NAPA Pres. Paisley Boney and Fred Emerson, National Sales Executive Club president, at purchasing-sales meeting of P.A. Assn. of N. Y.

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P/W MANAGEMENT MEMOS

A collection of timely tips, quotations, and inside slants on management and industrial developments, along with a run-down of events and trends of use to the purchasing agent.

Hiring the Right Man

Companies ought to exercise at least as much care when they choose an executive as they do when they buy, say, a \$20,000 piece of equipment, says Edwin B. Conley, president of Conley Associates, Inc.

Unfortunately, according to Conley, a surprising amount of firms rely upon hit-or-miss methods for recruiting executives, with the result that they often have to pay heavily for their wrong guesses.

One of the most common mistakes made in management hiring, he points out, is the practice of indiscriminate promotions within the firm. Reward loyalty to the company and long service by all means, Conley advises, but only when the candidate's talents measure up to the standards of the job. "It is often far better for morale to have an executive from the outside," he points out. "More men are made unhappy and unproductive by the incompetence of their superiors than by less frequent opportunities for promotion."

Another common mistake, Conley adds, is to promote star salesmen to managerial positions without regard to their managerial abilities. "The administrative detail, the budgetary and marketing considerations which are the sales manager's lot do not always suit the temperament of the super salesman." He may be at his best only when he's faced with the challenge of persuading the customer to sign on the dotted line, says Conley.

To avoid costly mistakes of executive hiring, Conley suggests that companies evolve some basic recruiting principles. He cites a few examples:

- Draw up a clear and exact job description of the opening you're seeking to fill. A detailed picture of the job function will give management a clearer idea of the kind of man it needs and of the performance that's expected. At the same time, it will insure that standards are not set so high that no man—no matter how able—can live up to them.

- Brief interviewers thoroughly on job requirements. Confusion on the part of the recruiter about the necessary qualifications may result in rejection of a candidate ideally suited for the job. Moreover, when the interviewer knows exactly what he's looking for, he's less apt to be thrown off by such subjective considerations as the color of a man's tie or the cut of his suit.

- Paint a glowing picture of the candidate's future with the company if he produces results. Remember that able men aren't exactly knocking down doors to get into another company—they're probably pretty happy where they are. It may be necessary to do a selling job to convince them to make a change—and this may involve offering more money than originally called for, as well as other inducements.

The Art of Interviewing

Getting people to talk about themselves is perhaps the best way a job interviewer has of finding out what applicants are like—but it's surely the most difficult of all his tasks.

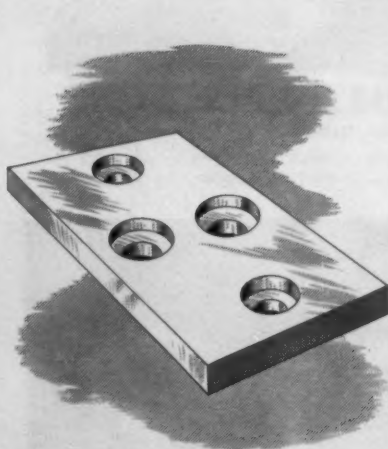
Although most people are (secretly) fascinated by themselves, they're too shy to talk freely, especially when a job is at stake. They feel that they're running the risk of being rejected if they reveal too much about themselves, because such talk is generally regarded as shallow and egotistical.

To encourage the applicant to discuss his hopes, ambitions, and general outlook, says Robert Hoppock, of the Institute for Occupational Research, the interviewer must first win the man's trust—and he doesn't have to be a psychologist to do this. All the interviewer has to do is master a few simple techniques to get the job candidate to open up about himself. For example:

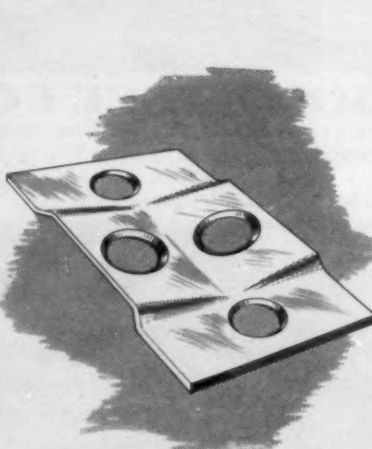
- Give him your complete attention at all times, and ask questions about everything you don't understand.
- When you can, express your understanding of some feeling he has voiced by interjecting a simple statement, such as "you must have enjoyed that." "That was a little upsetting." "That experience helped you learn."
- Occasionally summarize very briefly what the applicant has told you.
- Indicate acceptance of him as a person, as you would a good friend, by an occasional nod, a smile, or "un-hum" of agreement.
- Above all, warns Hoppock, don't jump to conclusions until you have heard the man completely out.

These techniques and others are discussed in a pamphlet by Hoppock, titled "How to Get the Job Candidate to Talk About Himself." It's available for 15 cents from the Institute, 104 Webster Avenue, Manhasset, N. Y.

WHAT VALUE ANALYSIS CAN DO FOR YOU



OLD METHOD: Spring seal was cut from steel bar stock and milled to final shape. Holes were then drilled separately.



NEW METHOD: Spring was fabricated as a sheet steel stamping. One-step operation eliminated milling and drilling.

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Do you approve or disapprove of the practice of a manufacturer offering trading stamps to buyers?



T. R. Blessing, general purchasing agent, Beryllium Corp., Reading, Pa.:

"Trading stamps have no place in the industrial picture. They are no more than a disguised discount and perhaps a disguised kickback. It is questionable also whether this practice would not be in violation of federal statutes regulating interstate commerce. It seems to me it would behoove the manufacturer to concentrate on improving quality and service and manufacturing efficiency—which will enable him to produce a better product at a lower price—instead of resorting to gimmicks to try to improve or build sales. I don't believe good customers can be bought with trading stamps."



R. E. Seavey, purchasing agent, Moore Pipe & Sprinkler Co., Jacksonville, Fla.:

"I most certainly disapprove. I think this is an unethical approach to lure purchasing agents from their regular channels of honest negotiation with suppliers. How did manufacturers ever let this system of trading stamps become enmeshed in good honest trading? Trading stamps should be kept in the grocery stores, filling stations and what have you, and let the ladies concern themselves with the values derived. I for one would be very glad to negotiate for extra consideration in the form of discounts but not trading stamps."



H. C. Conlon, purchasing agent, Carl N. Beetle Plastics Corp. (fabricators & engineers of high strength reinforced plastics), Fall River, Mass.:

"Trading stamps are just another gimmick—some kind of a door opener or gadget as a sales inducement—something that every buyer and purchasing agent is deluged with. What to do with them presents an internal company problem. Our company is a service organization and as such recognizes the value of timely service in engineering, delivery, and price. Perish the thought that we may have to forego some of that because of green, yellow, gold, pink or blue trading stamps—I'm 'agin' them."



Robert Gale, purchasing agent, Marion Forge Div., Eaton Mfg. Co., Cleveland:

"Why don't we just invite the supplier to bring in the radios, golf clubs, dishes, grills, etc.? Why go through the trading stamp routine? I can't think of a quicker way to downgrade the purchasing profession than something like this, and I can't visualize any first class purchasing function giving it the slightest consideration. It would just compound criticism that purchasing is trying to avoid. I disapprove with vigor."



Frank Franco, purchasing agent, Jamestown Finishes, Inc. (industrial finishes), Jamestown, N. Y.:

"I disapprove of the practice whereby a manufacturer has to offer trading stamps to his buyers in order to sell his merchandise. To me, this is just a small media of advertising. I feel that manufacturers can offer their buyers better quality of material and also, if possible, extend their terms a little longer which will give the buyer extended privileges."



Joseph Desjardins, buyer, Aerovox Corp. (capacitors, resistors & filters for electronic, electrical, and radio and TV applications), New Bedford, Mass.:

"I feel they have no place in the life of a professional buyer. When you evaluate this practice, it is nothing more than a sales gimmick. If a supplier wants to offer sales inducements, this should be in the form of trade discounts. A trade discount would be firm on each order and would not necessitate the extra bookkeeping required with a trading stamp program. We would not want to get involved in such a program."



RED CARPET WELCOME is given G. W. Howard Ahl (top left), NAPA executive secretary-treasurer, on his arrival in Detroit to address monthly meeting of local association. On hand to take him in tow at airport were Detroit Assn.'s (top to bottom): William A. Starrett, first vice president; Raymond J. Stefanac, national director; and J. W. Ruff, program chairman. At the Detroit meeting Ahl was presented with a model automobile.

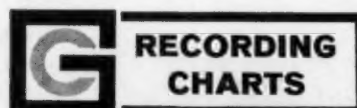
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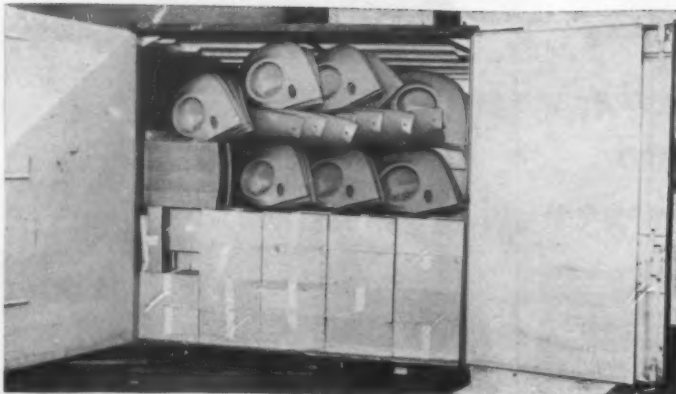


Containers for Shipboard

San Francisco — American President Lines has given Fruehauf Trailer Co. a \$1,250,000 order for 420 aluminum containers to be used in the shipping company's containerization program.

The order was one of the largest received by Fruehauf for the 8 x 8 x 20 feet Twin-20's since Fruehauf introduced the equipment last year.

Constructed from aluminum with steel corner posts, the Twin-20 vans are designed so that two can be locked together to operate on the highway as a single 40-ft. truck trailer.



AUTO BUMPERS, already packed in mailing cartons for quick distribution to Volkswagen dealers, now are shipped from Germany to the U. S. in large steel containers. Fenders travel loose in same container.

Volkswagen Cuts Warehousing Costs By Switching From Crates to 'Totes'.

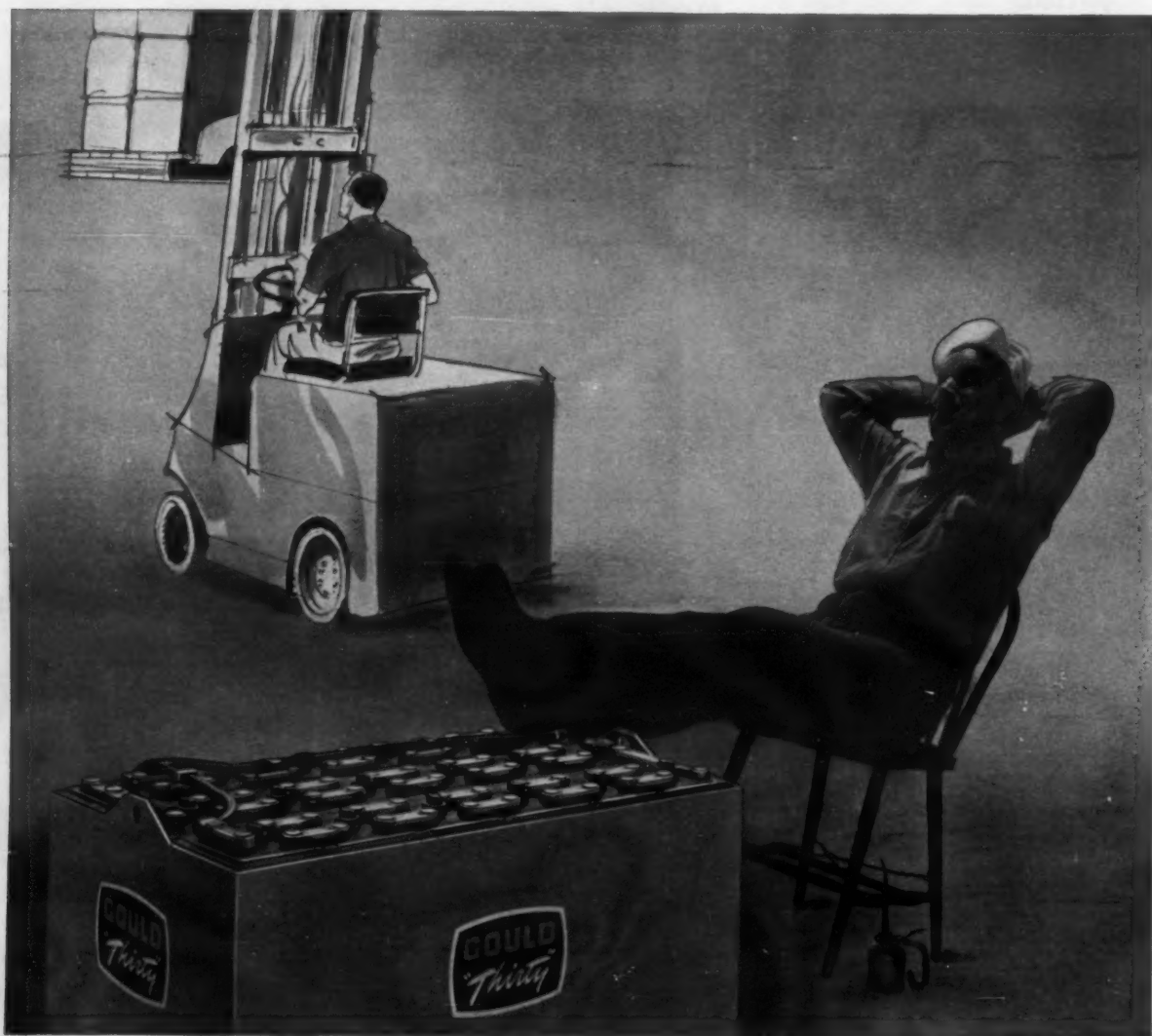
New York — Volkswagen claims a 40% reduction in warehouse costs by switching from crates to steel containers for transatlantic shipments of replacement parts.

U. S. dealers now are receiving light mailing cartons containing auto parts packed in Germany and not opened until arrival at their final destination. Biggest saving resulted from elimination of repacking, Volkswagen said.

Here's how it's done: Bumpers are packed in mailing cartons, five per box, at the company's plant in Wolfsburg, Germany. Cartons are placed in steel "totes" leased from North American Van Lines, and sent by rail to the docks. When the steel containers reach the U. S. distributor, World Wide Automobiles Corp. in Long Island City, N. Y., the cartons are taken out and mailed directly to the dealers.

Formerly, bumpers were sent by rail or motor carrier from the company plant in Germany to dockside, where they were repacked in huge wooden crates, 25 to 50 per case. On arrival in the U. S., it was necessary to break open the crates and again repack the bumpers, this time in mailing cartons for distribution to dealers.

The steel containers are of the type commonly used by the military to ship household goods overseas. They measure 84 in. x 82 in. x 102 in. and can hold up to 10,000 lb.



Sparton Builds New Line Of Freight Bracing Rails For Piggyback Trucking

Detroit—A new line of freight bracing equipment for the trucking industry has been developed by Sparton Railway Equipment, division of Sparton Corp. The division chiefly manufactures similar equipment for railroads.

The line is designed to meet "the growing needs of piggyback operators, highway truck companies and shippers," according to division general manager W. E. McKittrick. It includes three systems:

- **Standard System.** Aluminum belt rails secured to sideposts of a truck are punched with holes into which crossmembers are fastened to prevent load shifting.

- **"Built-In" System.** Aluminum belt rails replace regular side posts to become dual-purpose posts, supporting walls and roof, and to receive crossmembers to brace against loads. Applied during original construction, they eliminate charges and down time required for special belt rail installation.

- **Steel System.** Steel belt rails are used when weight is not a critical factor.

According to McKittrick, the system benefits (1) shippers, who can reduce or eliminate exterior crating or cartoning, and (2) piggyback operators, who can save wear and tear on trailer doors and the head end wall caused by excessive switching speeds.

New Air Cargo Flights

New York—National Airlines has inaugurated a second Super-H Constellation all-freighter service between New York and Miami. National began all-cargo Super-H service last April southbound from New York to Orlando, Tampa and Miami, and northbound from Miami to Tampa, Philadelphia and New York.

Electric Trucks REQUIRE LESS MAINTENANCE

Simpler construction and fewer moving parts, combined with the vibrationless, rotary motion of the electric motors, make minimum repair and replacement on battery-powered electric trucks self-evident.

Add less maintenance to a convincing list of other benefits—lower operating costs, maneuverability, clean, quiet and safe operation—and you can easily see the main reason why users indicate a preference for battery-powered electric trucks for modern, efficient materials-handling jobs of all types.

Electric truck users generally agree on one

other point, too—Gould Batteries for longer life. With the new Silconic Plate, Gould Batteries offer up to 25% longer life.

Join the list of users who prefer this ideal combination of electric trucks and Gould Batteries. For more information, write or call your local Gould representative. Ask for booklet "Why We Use Battery-Electric Industrial Trucks." Gould-National Batteries, Inc., First National Bank Building, St. Paul 1, Minnesota. In Canada, write to Gould-National Batteries of Canada, Ltd., 1819 Yonge St., Toronto, Ont.

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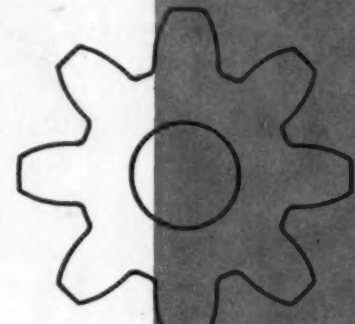
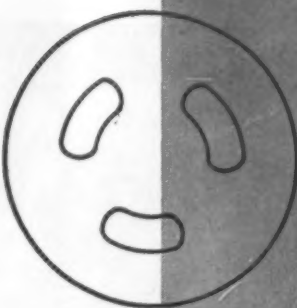
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INVENTORY CONTROL is one service of Premier Industrial. Here computer shows client stock low.



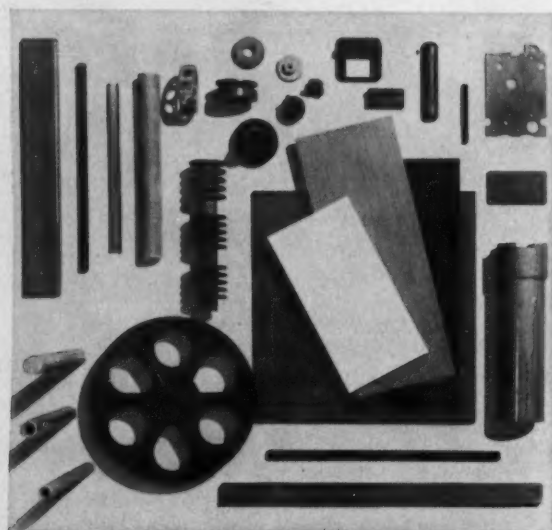
ORDER GOES TO WAREHOUSE where Premier clerks fill requisition (left) from bins containing some 7,000 parts for plant, machinery and vehicle maintenance. Shopping basket system moves material to conveyor for inspection before packaging and shipping to customer. All parts handled are manufactured by contract.



RESEARCH also is Premier service selling point. Here company specialist tests newly developed part.

Fast-Growing Young Firm Does Inventory, VA Work for P.A.'s

EVERYTHING in Laminated Plastics From One Source



An Example of Synthane You-shaped Versatility

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Cleveland — Premier Industrial Corp. has won fans among P.A.'s by, among other things, doing value analysis and inventory control work for them.

Premier's business is selling some 7,000 products — nuts, bolts, screws, auto parts, welding rods, and the like—which are used in the maintenance and repair of machinery, vehicles, and buildings.

The company doesn't make a single one of these 7,000 products. Instead, it emphasizes two areas of operation:

• **Research.** Premier generates ideas to improve standard repair parts and maintenance accessories. Its research department

develops specifications which are then farmed out for manufacture.

• **Service.** Premier offers free technical advice, storage evaluation, and—a big plus for P.A.'s—continual control of parts inventory.

Premier works with the maintenance department or purchasing agent of a client company to study inventory level and storage arrangement. "We try to control stock so the customer does not have expensive down-time looking for parts," explains Premier Vice President and General Manager Robert Warren.

Premier feels that many companies suffer lost time from not knowing where everything is

stored or from having stock racks in inconvenient locations. In most cases, according to the firm, storage bins come with the service at no extra cost.

Premier reports that a large motor vehicle customer independently made a time study and found a mechanic was taking 10 minutes or more to find parts. After installation of the bins, the time was cut to one minute.

At monthly intervals the Premier contact man checks out his customer's bins, brings up the inventory, takes back dead items, and keeps records on all parts.

When a part does not live up to standard, the Premier salesman works with the customer to figure out what's causing the problem. If the trouble indicates faulty material or is beyond the technical grasp of the salesman, the complaint goes back to Premier researchers.

"For us, providing service is a process of research," says Warren. The research system involves finding a need for a better repair part, working out the specifications of the part, and contracting the specs to a manufacturer.

Regular Reports on Problems

The company's "field intelligence agents" make regular reports to a sales advisory board about customers' problems in repair or maintenance. Periodically the field men attend meetings at the home office to discuss what the customer needs. Next step is to fill the need. At this stage a customer may be in on the planning to add suggestions.

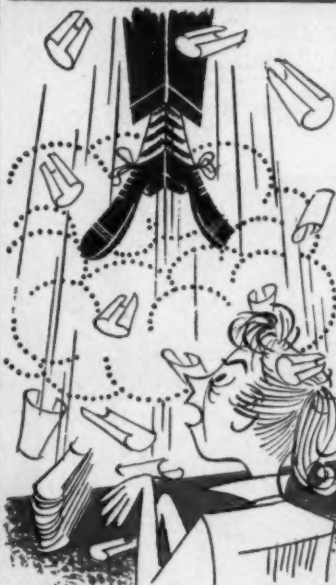
Recently, the firm decided to develop a new way to drive sheet metal screws. The idea was to save time and cut labor costs.

Having set the goal, the next step was to study the alternatives. Research looked at all aspects of sheet metal screws—the heads, the metal, even the screw driver—searching for the most logical approach.

When the specifications were set, the firm called in the vendor, showed the requirements, and contracted for the manufacturing work. From there the sales and service pitch takes over.

Premier does its selling through four divisions: autoware, fasteners, electrical productions, and a cutting and welding materials company. Two of the four were opened in fiscal 1959-'60, along with a Canadian subsidiary in Toronto.

FABULOUS "LABELS"



The Boss is off just like a rocket... Cause curling labels hurt his pocket!



But productive hours need not be lost... With PermaFlat labels to lower your cost!

Label headaches disappear with Dennison PermaFlat. Sticky weather or humidity can not curl these Dennison Gummed Paper labels. You smooth out schedules all along the line... printing, production, packaging. That's why it pays to specify PermaFlat when you order.

✓ The non-glossy gummed surface is your assurance of curl-free performance.

Dennison PermaFlat
Gummed Paper...

AS CURL-FREE as ungummed paper BEFORE, DURING and AFTER printing

Dennison Manufacturing Co., Framingham, Mass., Drummondville, Quebec

Industry News in Brief

Borden Expands

New York—Borden Co. has expanded its operations in the chemical field through the acquisition of Columbus Coated Fabrics Corp., Columbus, Ohio, a producer of polyvinyl chloride film. The Ohio concern also manufactures chemically coated fabrics used in making table coverings, furniture, upholstery, luggage, and wall coverings.

Oberline Forms Division

Los Angeles—Oberline, Inc., has formed an UltraAudio Products division to manufacture high-grade sound system components. The new unit will introduce a broad array of commercial products including fully transistorized paging, wired music, and language laboratory systems. Its professional products will include a line of mixers, to be known as CustoMixers, especially designed for use by recording studios, broadcasters, and motion picture producers.

Enjay Boosts Output

Bayway, N. J.—Enjay Chemical Co., a division of Humble Oil & Refining Co., will increase the ethylene producing capacity of its plant here by 35%, to 175-million lb./yr. by the second quarter of 1962. The Enjay addition will raise total ethylene production capacity of Humble to approximately 845-million lb. annually, of which 250-million lb. is consumed internally.

New Unit Completed

New York—Union Carbide Chemicals Co. has completed a new unit for producing a wide variety of alkyl amines at South Charleston, W. Va. Ethyl, butyl, and isopropyl amines now are used mainly as intermediates for rubber accelerators and agricultural chemicals. The plant has been designed so Union Carbide can manufacture other alkyl amines as markets develop.

Micarta Speeds Service

Hampton, S. C.—Micarta Div. of Westinghouse Electric Corp. aims to provide more complete and faster service for users of electrical insulation materials through the addition of specialty insulation distributors to its nationwide distribution system. Up to now, Micarta products have been sold either directly to customers or through distributors of general electrical apparatus. A selected list of the company's present full-line distributors will be retained under the new plan. First of the specialty distributors to be signed up is Insulation Systems in Pittsburgh.

Tyler Builds

Cleveland—W. S. Tyler Co. has begun work on a \$5-million plant for manufacturing heavy gage wire cloth and vibrating screen machinery used in mining and processing raw materials. Scheduled for completion in June, 1962, the plant will have over 500,000 sq. ft. of manufacturing space.

Celanese Ups Capacity

Pampa, Tex.—Celanese Chemical Co. has completed a multi-million dollar expansion that almost doubles plant capacity here for producing acrylate esters. The new facilities will be able to turn out 14-million lb./per year of butyl and two-ethylhexyl acrylate and glacial acrylate acid. Including other units for making methyl and ethyl acrylate, total annual capacity of the Pampa plant now is 30 million lb./year. Derived from the acetyl chemical

family, acrylate esters are used in the manufacture of paints, coatings, polishes, paper, adhesives, and many other products.

DuPont Plans Expansion

Waynesboro, Va.—DuPont Co., plans a six-fold increase in the production facilities here for its new Lycra spandex fiber. Demand for the product has outstripped supply ever since it went into commercial production last year, says DuPont. While Lycra has many different potential uses

in the textile field, its main use so far has been for foundation garments, the company reports.

Alisco Slates Exhibit

Garden City, N. Y.—Alisco Co., distributor of specialized industrial products, has scheduled a product exhibit at its new Long Island headquarters here March 9, 10, 11. Alisco, a division of Allmetal Screw Products, is expanding into nationwide distribution of specialty products for industry.

Phillips Forms Division

Beverly Hills, Calif.—Wm. E. Phillips Co., retailer of furniture

and housewares, has formed a Contract Furniture Div. to service offices, motels apartments and other multiple-dwelling units. The new division also will provide furniture on a lease basis.

Taylor Branches Out

Philadelphia—Taylor Fibre Co., producer of laminated plastic and vulcanized fiber, has broadened its scope of operations with the formation of a Filament-Winding Div. The new unit will provide design assistance and manufacturing facilities for production of filament-wound reinforcing plastic parts in both pilot and full-scale quantities.



WON'T TEAR SHEETS—WON'T BREAK OFF! The first real improvement in report covers in a quarter century: Wilson Jones genuine pressboard No. 447 (N) "Redi-Covers" with new flat Nylon prongs. Sheets won't tear out, as with metal prongs. Nylon prongs last longer. They don't kink. Frequent bending, for removal or addition of sheets, won't break them. And, Nylon prongs can't cut fingers. 7 sizes, 3 colors. If your regular stationery dealer cannot meet your requirements, please send us his name. Ask for a free sample on your business letterhead.



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WILSON JONES

209 S. JEFFERSON ST., CHICAGO 6 • 122 E. 23RD ST., NEW YORK 10

WHY USE FOAM

1. PREVENTS BREAKAGE. Shock resistant foamed plastics eliminate shipping damage to fragile products.
2. CUTS PACKAGE WEIGHT. Foams are as much as 96% air, reduce overall weight and shipping costs.
3. HELPS SELL PRODUCT. Quality appearance of package is valuable selling aid for consumer products.
4. FITS COMPLICATED SHAPES. Plastic foams can be formed in place around products or molded to fit any contour.
5. CUTS PACKAGING COSTS. Resins selling for .02¢ to .06¢ per cu. in. frequently cost less than other cushioning materials.

Foam Emerges

Plastic foams may change packaging concepts as much during the '60's as flexible films did in the past decade. Until recently foam was used only for a few isolated packing jobs; today its applications are numbered in the hundreds and new uses are reported every day.

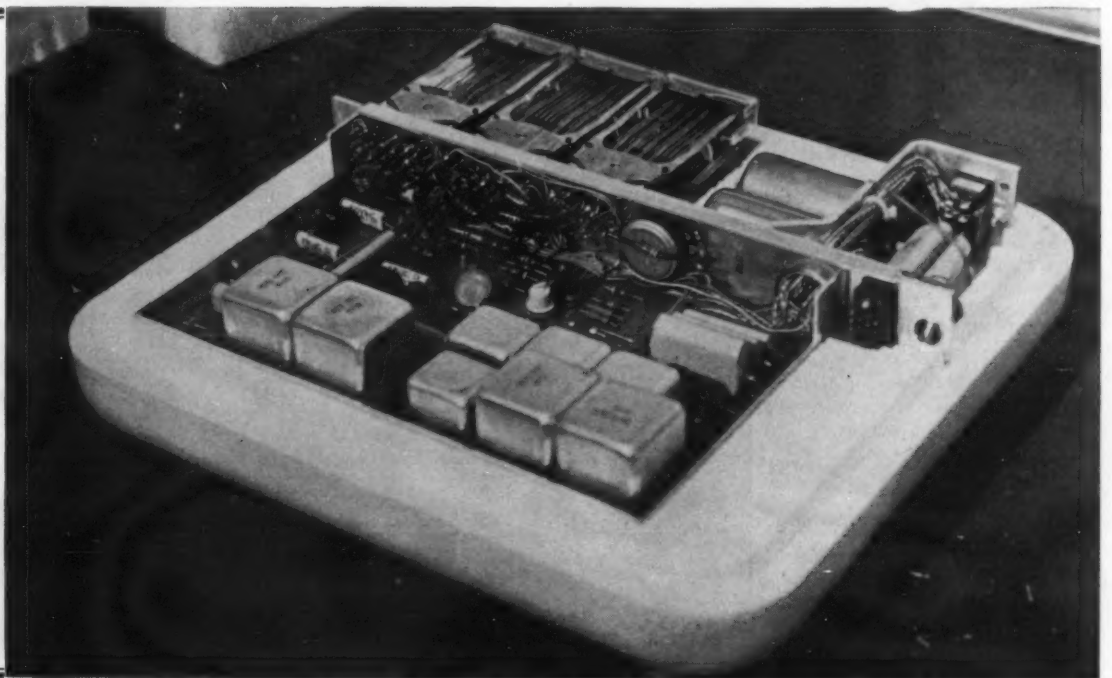
Foams are essentially a combination of plastic and air. The air is trapped inside bubbles of the plastic to form millions of tiny balloon-like cells. This structure makes the foam lightweight and very resilient. The plastic itself imparts strength and chemical resistant properties and good insulation against heat and cold.

The user will find that foam comes in a wide variety of forms including pre-expanded slabs for fabricating, expandable beads that can be

Use foam

BY ITSELF

for complete package

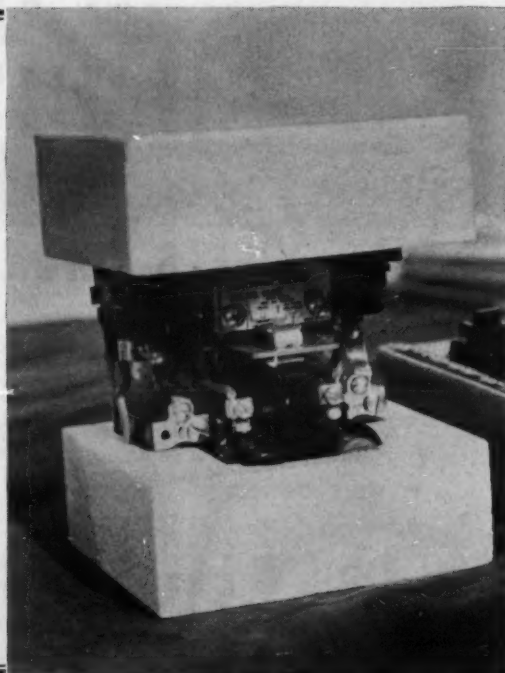


"CAPTIVE" PACKAGE used by Western Electric to ship relays to local phone companies protects delicate mechanisms. Two halves of pack are taped together, and part name and number can be stenciled on top section to identify product during shipment.

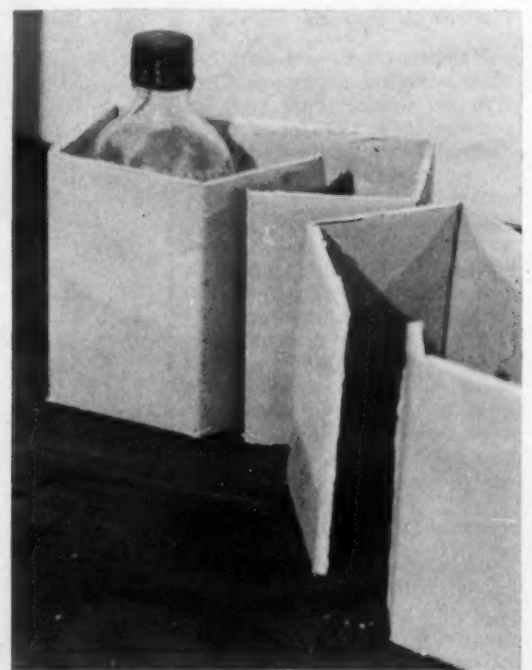
Use foam

IN COMBINATION

with other materials



INSERTS hold this circuit breaker firmly inside a corrugated carton. Critical adjustments are maintained.



COMBINATION foam-cardboard sandwich protects fragile bottles during shipment, eliminates cushioning.

as Challenger for Top Packaging Role in the 60's

molded or extruded, thin films and sheets which can be used as is or laminated to paper and paperboard, and foam-in-place formulas that can be tailored to the product in the packager's plant.

Although slabs are the most standardized form of foam packaging, the biggest growth is expected in contoured packs. Tiny plastic pellets are expanded (by heat or high frequency waves) inside the confines of a die, tailoring packs to any shape. The product itself can also be used instead of a die and the foam expanded in place between the product and an outer container. This is the so-called "foamed-in-place" application.

Polystyrene is getting most of the foam uses, with polyurethane in second place. Other contenders include polyethylene, vinyls, and epoxies.

Recent entry of several paperboard manufac-

turers into the foam field may be a portent of things to come. These producers seem to have adopted an "if you can't lick 'em, join 'em" attitude, and foam-paperboard combinations are expected to account for a substantial number of new packing jobs. This combination may take the form of a sandwich with foam cushioning properties between two layers of board, or of a combination package using foam inserts to cushion the product inside a corrugated box.

Extruded polystyrene foams made by Dyna-foam Corp. and Monsanto are expected to replace paper in a number of applications such as cups, plates, gift wraps and cushioning. The extruded foam may be used by itself or combined with paper or other fiberboards.

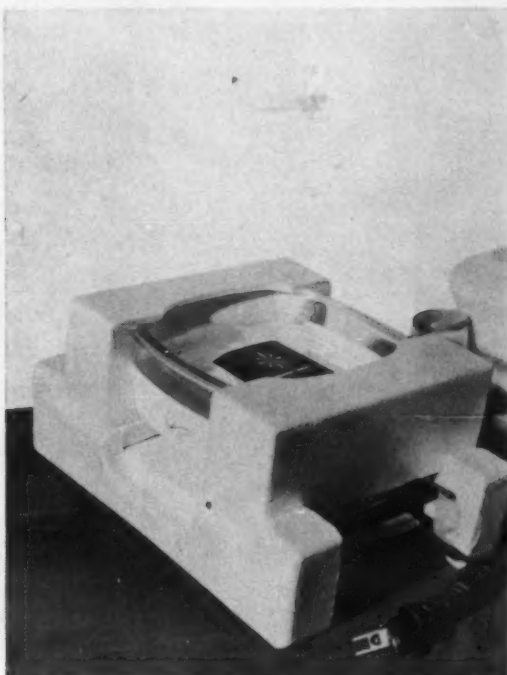
R. H. Thomas, senior packaging engineer at

General Electric, believes that '61 will be the growth year for foams; and he lists these five reasons:

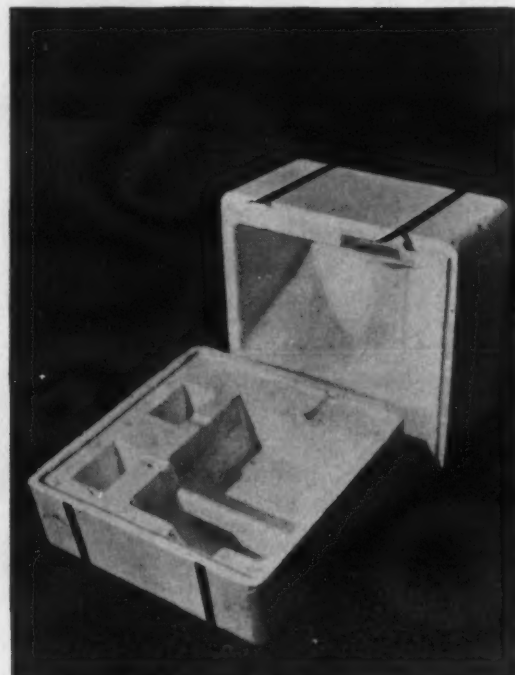
- (1) Many designers are becoming aware of the potential of foam plastics.
- (2) Equipment makers have recognized the potential market and are almost daily announcing new equipment.
- (3) Raw material suppliers are experimenting with colors, new formulas and materials adapted to automated equipment.
- (4) Need to reduce shipping costs is leading companies to consider lightweight foam.
- (5) Foam lends itself to automation, and thus management can look forward to big savings in labor and material handling costs.



INDUSTRIAL gears are shipped in two-part foam pack that replaces wood box weighing 18½ lb. more.



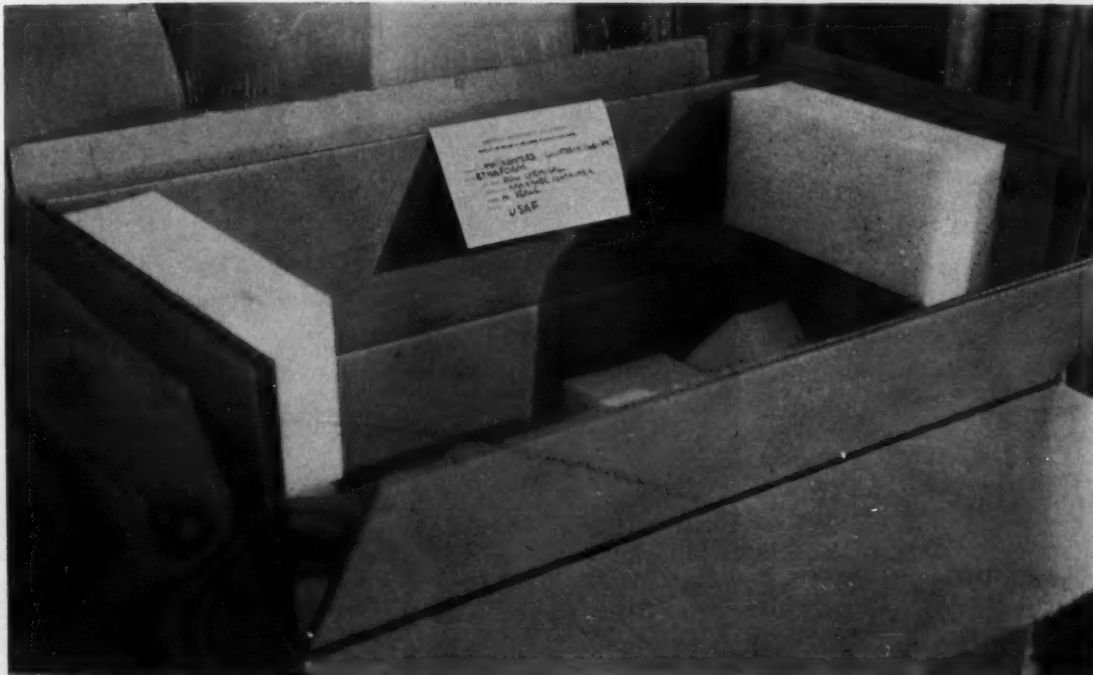
CONSUMER appliance is displayed and securely held in brightly colored foam which helps to sell the product.



MILITARY generator is shipped to field in this package. Foams meet military, government environment conditions.



EXTRUDED POLYSTYRENE can be formed into products ranging from drinking cups to rolls of gift wrapping.



CUSHIONING PADS inside this cardboard box protect contents. Foams come in various densities and thicknesses to meet different shock and weight conditions. An electrical equipment manufacturer recently shipped a 500,000-lb generator on 75 lb. of foam.

Surplus Dealers Tout Bargains for Thrifty P.A.'s

New York—P.A.'s can find plenty of bargains by shopping about among surplus dealers, who stand ready to supply anything—from transistors to molding machines.

The wide range of surplus goods now available to P.A.'s looking for good buys was evident at the Institute of Surplus Dealers Trade Show held in New York last week. Exhibitors' booths were crammed with a bewildering variety of power tools, packaging materials, grinding wheels, pressure sensitive tapes, electronic parts, and other products.

For Experimental Work

Although most exhibitors stressed price as their main selling point, a few extolled the advantages of surplus products for use in experimental work. "A manufacturer putting together a prototype product can pick up a surplus part immediately," Monroe Ziegler, of Amity Merchandise Products Corp., told PURCHASING WEEK. Ziegler puts out a catalog once or twice a year which he circulates among company purchasing agents. AMF and IBM are among the firms he has supplied with such parts.

Bernard Levitt of Alben Packaging Corp. specializes in surplus paper and packaging materials but emphasizes, as do other dealers, that the real test of the surplus dealer is in finding new uses for old goods.

Specialization

The rapid increase in the variety of surplus products is causing more and more dealers to specialize in various fields, as does Alben in paper and packaging. Specialists in hydraulic parts, nylon rope, bearings, marine supplies, machine tools, and other fields are replacing those who carry everything.

Even those dealers who specialize, however, still handle a wide range of goods. Some stand ready to equip an entire plant, as does Richard Sencer, this year's president of the Institute, whose firm, Tunnel Machinery Exchange, deals in hard goods.

"If you want to set up a factory to manufacture fluorescent sockets," Sencer said, "Tunnel Machinery Exchange can supply presses, molding machines, office equipment, typewriters—everything you need."

Taking surplus off industry's hand, is an important part of the dealer's business and dealers are eager to add to their growing lists of contacts with purchasing agents. One exhibitor related that a surplus dealer he knows started a subsidiary company for the sole purpose of handling

obsolete equipment of a major electronics firm.

The booth of Joseph Fineberg, owner of Capt. Joe's Surplus Stores in Philadelphia, gave evidence of the vast amount of surplus electronics supplies now in circulation.

"The daily innovations and turn-over in electronic products brings about the rapid obsolescence of perfect parts," Fineberg commented. "Some companies are often able to realize as much as a 100% recovery on parts such as transistors. We sell a lot

of it to experimental laboratories."

Where to Find Them

Buyers looking for a dealer in electronics (or any other field)—either for buying or selling—can contact the New York offices of the Institute of Surplus Dealers which lists all members and their various specialties. Two other regional associations, Associated Surplus Dealers and the National Surplus Dealers Assn., have offices in Los Angeles and Chicago respectively.

SBA Backs Attempts to Strengthen Small Business Investment Potential

Washington — Senate Small Business Committee is backing legislation to expand small business investment companies and provide tax concessions for them, their stockholders, and companies receiving financial assistance.

The proposed bill would permit the Small Business Administration to supply initially up to \$1-million in capital to these investment companies instead of the present \$150,000 ceiling.

SBA money would be limited to a 50-50 matching basis, as at present. SBA would also be authorized to make loans to these companies in an amount equal to loans they get from other sources. Present law limits SBA loans to one-half of the amount of loans from other sources.

Meanwhile, SBA has ordered its 35 field offices to speed up their efforts to assist companies in heavy unemployment areas of the country.



Now . . . every order of aluminum sheet and coil from Quaker State is **CERTIFIED**. QSM metallurgists test and check your order from the melt through every process of manufacture and will give you written assurance that it has been produced to meet your exact specifications.

For complete details on Quaker State's **CERTIFIED** Aluminum, see your QuakerState sales representative.



Research in Galvanizing

Washington — The American Zinc Institute and the American Hot Dip Galvanizers Assn. have agreed to finance a joint research and development campaign to increase the use of galvanized iron and steel.

The cooperative program is scheduled to get underway early this year. Its aim is to encourage product improvements and to stimulate architects and engineers to experiment more with hot dip galvanizing in fields where it already is used for protection against corrosion.

California Considers Bills to Tighten Antitrust and Unfair Practices Laws

Sacramento, Calif.—Nine bills designed by State Attorney General Stanley Mosk to tighten California's antitrust and unfair practices laws have been introduced in the state legislature.

Main object of the bills is to clarify some of the language of the existing statutes rather than to make changes in them.

Four of the more important of the proposals would:

- Clarify the right of injured private parties, as well as the

state, to obtain injunctions for relief from antitrust violations.

- Make explicit the right of the state attorney general to sue for damages on behalf of the state, its political subdivisions or public agencies in cases of alleged antitrust violations.

- Spell out the right of the state and its political subdivisions to sue for triple damages in antitrust cases.

- Clarify the law concerning grants of immunity for witnesses.

Government News in Brief

GE Sets Up Govt. Unit

Syracuse, N. Y. — General Electric Co.'s Semiconductor Products Dept. here has added a government relations unit to its marketing organization. Purpose of the new unit is to develop an awareness of GE semiconductor products in governmental laboratories where decisions are made that influence design and manufacture of military equipment. The unit also will offer GE personnel and facilities for research and development con-

tracts; promote military specifications of GE products among the armed services, and handle direct government sales to various procurement points.

N. Y. Senate Proposes Canal

Albany, N. Y.—A resolution urging the federal government to appropriate funds for a detailed survey for construction of a canal to link Lake Erie and Lake Ontario has been introduced in the state senate here. The proposed canal would cut across Niagara

County and be an alternate route to the Welland Canal. Cost of the project, which would become part of the St. Lawrence Seaway system, could run as high as \$500-million.

Purchasing School

Chapel Hill, N. C.—The Fifth Annual Local Government Purchasing School, sponsored jointly by the Carolinas' Assn. of Governmental Purchasing and the Institute of Government of the University of North Carolina, will be held here March 2-3. About 75 city, county and state purchasing officials from the two Carolinas are expected to attend. The program will include classes on budget preparation, control and accounting; property control; cooperative purchasing; office management, and transportation.

Transistorized Police Radios

Trenton, N. J.—New Jersey is expected to save \$71,500 a year over the next seven years by transistorizing its state police radio network, according to the National Institute of Governmental Purchasing.

The system, which is being installed by Radio Corp. of America, will be the first all-transistor state police radio net. RCA will operate the two-way radio system with 41 base stations and 430 mobile units for \$13,240/month and will install the transistor equipment for \$35/unit.

After five years, the state will have the opportunity to buy portions of the system and discontinue its operating contract.

Foreign Contracts Rise

Denver—Contracts for electrical equipment and supplies awarded to foreign manufacturers by the Bureau of Reclamation rose to \$2,681,700 in 1960 compared with \$2,139,400 in 1959. Contracts were awarded 23 foreign firms in 1960 and 21 the previous year.

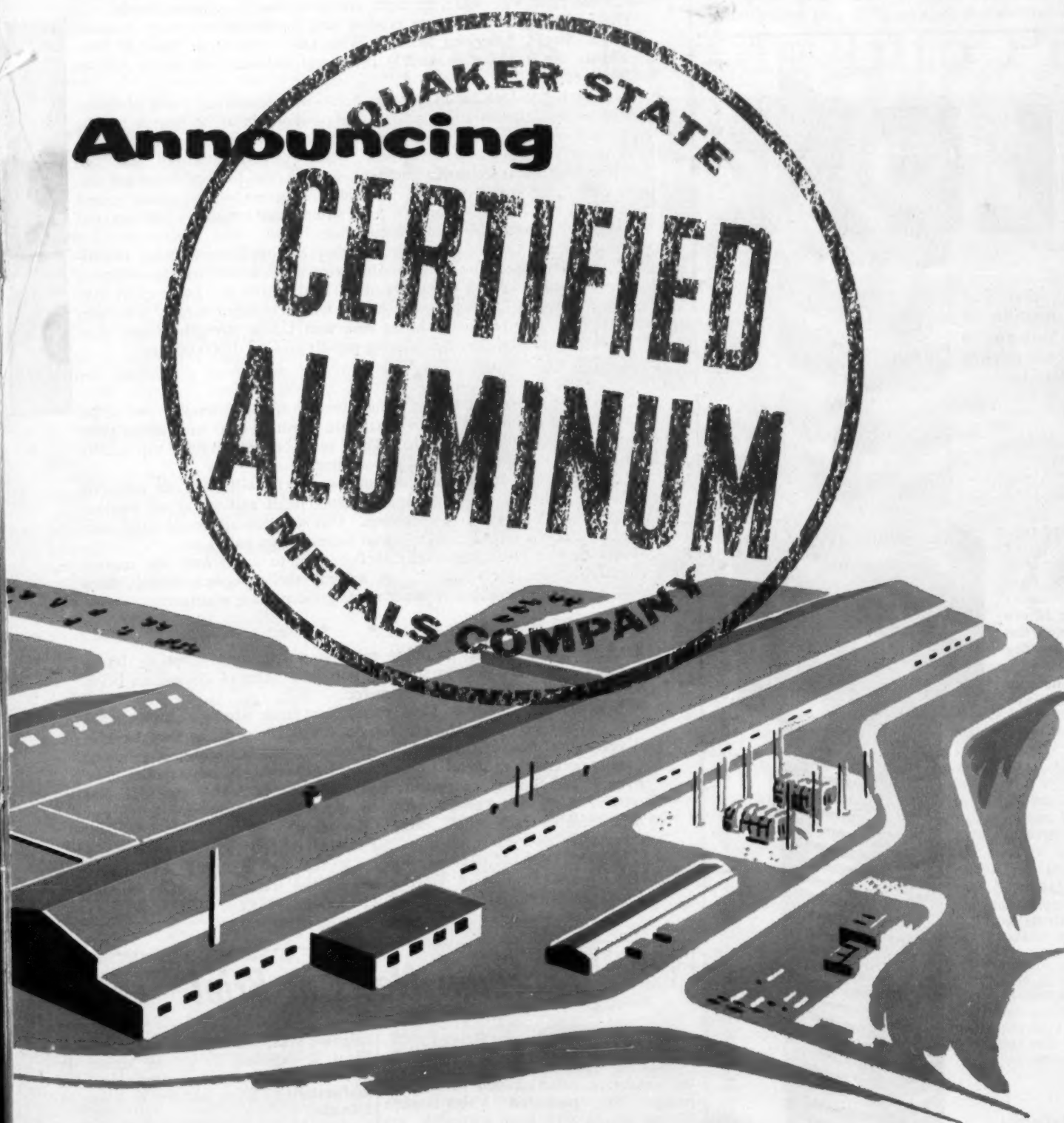
The foreign bidders increased their share of business despite preferences given U.S. suppliers. All domestic firms receive a basic 6% preference, and if the U.S. firm is located in a designated depressed area, it is granted another 6% preference.

Oregon Bills

Salem, Ore.—A bill to exempt People's Utility Districts from the legal requirement of asking for competitive bids when purchasing certain types of technical equipment has been introduced in the state legislature. The proposal would apply in cases where items with a high degree of standardization and interchangeability could not be procured satisfactorily except through negotiation. In another action a special bill was passed giving state firms a 10% advantage in bidding on construction of a 27,000-ton floating steel drydock for the Port of Portland.

The new Rennie-type drydock is expected to cost \$4.7-million. The Port of Portland will accept bids on the project up to April 3.

Customary differential for Oregon firms using 50% local materials on state jobs has been 5%.



QUAKER STATE METALS COMPANY • Lancaster, Penna.

A Division of HOWE SOUND COMPANY

MILL PRODUCERS OF ALUMINUM SHEET, COIL, TUBING AND EXTRUSIONS

CLEVELAND-PITTSBURGH PERSPECTIVE



P/W BUREAU CHIEF ARTHUR ZIMMERMAN
Focuses a Purchasing Spotlight
On the Industrial Complex
Of a Great Lakes Port

Cleveland is learning the hard way that its much vaunted "diversity" of manufacturing activities provides little protection against broad dips in durable goods lines. With nearly 75% of its manufacturing employment engaged in durable goods industries, Cleveland's unemployment situation has been worsening.

The city recently slipped from the Dept. of Labor's "moderate labor surplus" category (3% to 5.9% of workforce unemployed) into the "substantial unemployment" category (6% to 8% unemployed).

Auto plants made a substantial contribution to the unemployment figures in January with an almost unprecedented layoff of about 1,800 workers. The "unprecedented" part of the cutback was the time of the year it occurred.

ALLEN

The cost of ALLEN Hex-Socket Cap Screws is only a minor fraction of your assembly costs . . . be sure you're getting the timesaving, cost-saving advantages of genuine Allens!

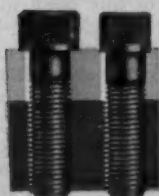
Ever since Allen first produced the hex socket head screw nearly fifty years ago, specifying *genuine* Allens (made by Allen of Hartford) has been a sure way to guarantee dependable threaded fastening.

Only *genuine* Allens have Leader Points that make starting easier, and greatly minimize danger of cross threading. *Genuine* Allens are "pressur-formd" to preserve the long fibers uncut throughout the length of the screw, giving stronger sockets for greater tightening torque.

Write for samples and engineering data. See how *genuine* Allens will make your product better.



Allen's new 1960 Series Socket Head Cap Screws give up to 2½ times more load carrying capacity, without indentation.



Head diameter of sizes from ¼" up is now uniformly 1½ times the body diameter—providing more under-the-head bearing surface, and a proportionate increase in clamping force. Write for new Bulletin G-25, with full specifications.

Stocked and sold by leading Industrial Distributors everywhere



ALLEN MANUFACTURING COMPANY

HARTFORD 1, CONNECTICUT, U.S.A.

Usually there is a gradual reduction in workforce from November-December peaks to June or July shutdowns for model changeovers. This abrupt drop in January indicates a major inventory adjustment was necessary.

There are, however, a couple of silver threads in the overcast business skies of Cleveland. James W. Vanden Bosch, long-time business analyst of the Cleveland Chamber of Commerce, believes March may see the bottoming out of the business cycle here. Through his monthly survey of employment in 100 key Cleveland manufacturing plants, Vanden Bosch often can spot turns in Cleveland business activity a month to six weeks before they become apparent elsewhere.

Vanden Bosch has good company in his belief that the business turn may not be far off. A steel company spokesman believes the true turn in the steel business may be occurring now. His company's order books improved slightly in January and held about the same level into February. Some of the new ordering, however, was for future delivery, and his company at mid-month still was accepting orders for virtually immediate shipment.

Behind much of the up-turn talk is the question of how fast the Kennedy Administration will get federal spending under contract. The terms "missile program" and "missile base construction" keep cropping up in conversations.

New applications for steel wire are approaching the commercial market. Improvements in wire drawing technology and in steel metallurgy have made new wire applications both logical and economically feasible. The problem: Match the right wire—size, strength, and price—with customer needs.

That's the goal for the new product and market development program of U. S. Steel's American Steel & Wire Div. American Steel & Wire specialists are working intensively in several industries to match wire to design needs.

Here's what to look for in just one field—wire reinforced paper products: poured concrete forms and insulated composition sheathing boards for the construction industry; export packaging which can be shaped to conform more closely to product dimensions while offering improved tear and puncture resistance; domestic packages such as the familiar beverage six-pack carton, or larger protective shrouds for products like stainless steel coils which are highly susceptible to marring; and temporary shelters and buildings for farm and field construction use.

These are not pie-in-the-sky dreams; they are applications being investigated and developed now. In flexible wire applications first feasibility is being worked out in wire diameters of 0.010 to 0.020 in. Later effort may be made to reduce diameters with higher tensile strength wires. American Steel & Wire reports having drawn wire with tensile strength greater than 600,000 psi and says that it is moving rapidly toward 1,000,000 psi.

Cleveland paintmakers, which include two of the heavyweights and about 70 middle and lightweight suppliers, still are gnashing their teeth about price cutters, particularly in latex paints. These price cutters advertise top quality latex paint on a you-buy-one and get-one-free basis.

Major suppliers are concerned that consumers will have an unhappy experience with a so-called top-quality latex paint and smear all outdoor latex paints with the same poor opinion. This situation applies to retail sales now, but it could spread into industrial maintenance paints too.

There also is talk of synthetic shellac soon to come onto the market incorporating the good qualities of natural shellac—quick drying, hard finish—with improved chip resistance and greater water resistance.

The Port of Cleveland is doing more soul searching about its future as a Great Lakes and Seaway shipping port in a series of discussions being conducted by the Chamber of Commerce.

Seaway-oriented interests have called for much stronger promotional efforts. Likely outcome: The current study will conclude, as they have in past years, that Port of Cleveland is developing satisfactorily and that it is not really necessary to spend a lot of money promoting Seaway traffic.

Even if the Seaway proponents could succeed in selling the idea that Cleveland needs more promotion, it would leave another very tough nut of a problem to crack: who's going to pay for it?

Cleveland's overseas trade in 1960 totaled 81,162 tons export (38,556 tons in 1958) and 147,691 tons import (40,565 tons in 1958). Cleveland's closest competitor, Port of Toledo, had 71,784 tons export (22,158 tons in 1958) and 43,590 tons import (10,819 tons in 1958).

Foreign News in Brief

Soviets to Use Brizol

Moscow—Brizol, a new asphaltic rubber insulation material, will be used to protect the projected Volga-Eastern Europe oil pipeline from corrosion, say the Soviets. The new insulation will be made from rubber tire scrap mixed with asphaltic oil, asbestos, and plasticizers. It will also be used to protect other oil and gas pipelines from corrosion.

Border Chemical Builds

Winnipeg, Manitoba—Border Chemical Co. is building a \$250,000 copper

sulphate plant near Transcona, Manitoba. Plant is expected to go on stream in March, with distribution earmarked for midwestern U. S., in addition to points in Canada.

Radio Weighs 5 Oz.

Bonn—Grundig-Radio Werke has produced a new radio model, "Solo Boy," claimed to be the smallest ever manufactured in Germany. It weighs five ounces, and its plastic casing is no bigger than two match boxes. It is equipped with six miniature transistors manufactured in Japan and a loud speaker 1.6 in. in diameter.

Big Cut Seen for Transatlantic Air Cargo Rates

New York—Air cargo rates between the United States and Europe are in for some dramatic reductions. Stalemate in efforts to work out systemized reductions, both domestic and foreign airlines are coming out with individual proposals, all to take effect in April.

The International Air Transport Assn., after considering several hundred rate reduction proposals during its recent three-week meeting in Paris, was unable to agree on any of them. But Pan American, TWA, and Seaboard & Western since have said they will reduce rates on their own unless IATA is able to come up with a new agreement before April 10.

Among the foreign carriers, BOAC, Air France, KLM, Lufthansa, and Trans Canada already have served notice that they will invoke and escape clause in the current rate agreement and reduce their tariffs on the same date.

Technically, the current IATA agreement on cargo rates runs until July 1. Chances are that the airlines will make another attempt to get together on rates before that date. If the prospects for agreement look good, the airlines probably will delay their proposals to reduce tariffs on April 10.

Shippers can look forward to lower rates in any case, however. A new IATA agreement could go into effect only if approved unanimously by the association's members, and it is unlikely that the airlines who have been pushing for reduced rates will back down at this late date.

Most of the carriers at the Paris meeting felt that cargo rates should be lowered, but they couldn't agree on which should be reduced or how large the cuts should be.

The rate schedule proposed by Pan American provides for tariff reductions of up to 50%. In a major departure from current procedure Pan American would eliminate the many classifications of specific commodities carried at special rates and have the new schedule cover all types of shipments.

Typical reductions under the proposed schedule on New York to London flights: Shipments of less than 100 lb. would move at 86¢/lb. compared with \$1.28/lb. currently. The rate on shipments weighing between 100 and 220 lb. would be reduced from 96¢ to 52¢/lb. On shipments of over

16,500 lb., the rate would drop from 83¢ to 29¢/lb.

TWA said its proposed schedule would provide rates as low as 33¢/lb. on plane-load shipments between New York and Paris.

Examples of savings under the TWA schedule: General cargo shipments of 50 lb. from New York to Paris, which now cost \$68, would be carried for \$45. Shipments of 1,100 lb., now carried at \$968, would move for \$539. Unlike Pan American, the TWA schedule would retain

some of the special rates for specific commodities.

Seaboard & Western, which prior to the IATA meeting had proposed a rate schedule incorporating cuts of up to 34.2¢/ton mile (see PW Jan. 23, '61, p.9), is considering greater reductions.

British Overseas Airways said it will slash rates between New York and the United Kingdom up to 76%. Examples: reductions of 30¢/lb. on shipments over 2,200 lb.; 35¢ over 1,100 lb.; 40¢ over 550 lb.; and 48¢ over 220 lb.

MEMORIES OF CHILDHOOD solved a weighty transportation problem at the plutonium fabrication plant of General Electric's Hanford Atomic Products Div. Fuel elements and other materials proved too cumbersome to lug by hand between process locations. Custom-made carts seemed to be the only answer, until Purchasing and Engineering got heads together. Solution: little red wagons costing only \$7 apiece. Quipped one engineer: "We find that just about everyone has had some prior experience with them."



TOY WAGON GROWS UP

SILICONE NEWS from Dow Corning

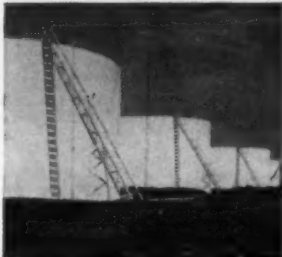
Foam Eating Into Profits?



Job-proved Dow Corning Defoamers Speed Processing, Raise Capacity

Ever try to blow up a balloon with a hole in it? Hard to get it up to any size, isn't it. The same's true of foamers... with Dow Corning Silicones added. Silicones put holes in bubbles... keep systems foam-free! They're perfect foam controllers: reliable, economical, safe, easy to use... quickly available from Dow Corning warehouses conveniently located to expedite shipment to you.

No Hold-Ups. No Foam-Overs. Production slow-downs caused by foam are eliminated when fast-working Dow Corning Silicones are added to systems. The absence of foam permits you to make more efficient use of equipment, step up production and meet schedules never before thought possible. Capacity is increased, and foam-overs are prevented... thereby cutting cost of clean-up and maintenance and helping reduce fire hazards.

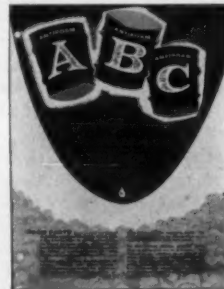


Eliminate foam-overs here.

What's Your Foamer? Today, Dow Corning Silicones are used both as antifoamers and as defoamers in processing chemicals, petroleum products, asphalt, textiles, paper, paints, adhesives... in metalworking and laboratory work... in virtually every industry and process—even in food processing where the use of Dow Corning Silicones at designated levels is sanctioned by FDA.

If you're troubled with foam slowing down your plant operation, taking up productive capacity, or creating maintenance, it'll pay you to test Dow Corning Silicones.

New Literature and Free Sample. A new 8-page manual, "The ABC's of Defoaming", will help you learn all the facts about Dow Corning silicone defoamers... how and where to use them, examples of the small quantities of silicones needed to control foam, and typical successful applications. Write today for your FREE copy and ask for a generous FREE SAMPLE of the silicone defoamer that you can test... that will likely give you the most efficient, most economical defoaming action. Indicate your type of foamer: aqueous, oil, food or other. Address Dept. 7514a.



Rail Merger Endorsed

Savannah, Ga.—The proposed merger of the Seaboard Air Line and the Atlantic Coast Line railroads has the endorsement of one of the country's biggest chemical companies.

Oscar Sweedler, director of transportation for American Cyanamid Co., testifying before an Interstate Commerce Commission examiner here, said the merger would provide more reliable service for American Cyanamid. Sweedler said his company has a policy of sharing traffic with as many railroads as possible but added: "We have no fear of this (merger) as far as monopoly goes."

Investigate other time-saving silicones... the nearest Dow Corning office is your No. 1 source for complete information and technical service.



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MIDLAND, MICHIGAN

ATLANTA BOSTON CHICAGO CLEVELAND DALLAS LOS ANGELES NEW YORK WASHINGTON, D. C.

ICC Reorganizing in Move to Speed Cases

Washington — The Interstate Commerce Commission has taken a third major step in less than a month to speed its handling of thousands of rate-making and regulatory cases involving railroads, truckers and barge lines.

The commission has approved, effective March 1, a reorganization which will expand the powers of its chairman and create a new office of vice chairman. Commissioner Robert L. Murphy was elected vice chairman. Commissioner Everett Hutchinson, who was elected in January, is chairman for 1961. Both are Democrats.

Under the new plan, Hutchinson will become the full-fledged executive and administrative chief of ICC. At present, the agency operates under a "reporting commissioner" system with administrative chores being divided among the 11 commissioners. Each commissioner, aside from the chairman, is responsible for overseeing one of 10 of the commission's regulatory bureaus, which enforce safety rules, investigate complaints, collect statistics and perform other similar duties.

The reorganization is designed to relieve the commissioners, other than the chairman and vice chairman, of these responsibilities so that they will have more time to consider and expedite important cases before them. The bureaus will be supervised in the future by the chairman and vice chairman.

The present Division 3, which hears rate, safety, and service cases, will be abolished. Its rate-making functions will be transferred to Division 2 (rates, tariffs and valuation) and other duties to Division 4, which will be redesignated Division 3 (finance, safety and service). Division 1 will continue to handle applications for operating rights.

In earlier actions, the ICC

sharply limited the number of appeals which can be taken to the full commission from divisions, hearing examiners and employee boards. It now will accept only cases of major transportation importance. The commission also set up six special employee boards to handle uncontested applications and proceedings in such areas as truck leasing, carrier insurance requirements, railroad applications to abandon lines, etc.

The reorganization is the ICC's answer to complaints from both

Congressional committees and the Kennedy Administration that regulatory agencies are plagued by time-consuming delays and ineffective leadership.

James M. Landis, President Kennedy's special assistant on regulatory matters, had specifically criticized ICC for lacking "positive direction because of the absence of a chairman who is other than a presiding officer."

Landis has also recommended that Kennedy ask Congress for legislation empowering the President to select the ICC's chairman.

Diamond T. Truck Co. Introduces New Compact, Heavy-Duty Tractor

Chicago—Diamond T Motor Truck Co. has announced production of a compact, heavy-duty tractor designed to haul 40-ft., square-nosed trailers.

The "snub-nose" D-5000 is powered by a high-output, short-stroke, valve-in-head design gasoline engine. "Wet sleeve" construction provides replaceable alloy cylinder sleeves that last longer and have a lower rate of wear than old style cylinder walls, the company said.

The cab has been designed for maximum driver comfort and convenience. A single, curved windshield provides a complete view of the road ahead and to both sides. Length from bumper to back of cab is 90 in.

The company will custom-build the D-5000 compact tractor according to specifications from a wide stock of oversize front and rear axles, main and auxiliary transmissions, and tandem rear axles.

Raytheon Distributors in your area include:

ALABAMA

Birmingham
Forbes Distributing Company
AL 1-4104
MG Electrical Equipment Company
FAirfax 2-0449
Mobile
Forbes Electronic Distributors, Inc.
HE 2-7661

ARIZONA

Phoenix
Radio Specialties & Appl. Corp.
AL 8-6121
Tucson
Standard Radio Parts, Inc.
MA 3-4326

CALIFORNIA

Burbank
Valley Electronic Supply Co.
Victoria 9-3944
Glendale
R. V. Weatherford Co.
Victoria 9-2471
Hollywood
Hollywood Radio & Electronics, Inc.
HO 4-8321
Inglewood
Newark Electronics Company
ORchard 7-1127
Los Angeles
Federated Purchaser
BRadshaw 2-8771
Graybar Electric Company
ANGelus 3-7282
Kierulff Electronics, Inc.
RICHmond 8-2444

Oakland

Brill Electronics
TE 2-6100
Elmar Electronics
TEmpalar 4-3311

Palo Alto

Zack Electronics
DA 6-5432

San Diego

Radio Parts Company
BE 9-9361

San Francisco

Fortune Electronics
UN 1-2434

Santa Ana

Airtonic Sales, Inc.
KIMberly 5-9441

Santa Monica

Santa Monica Radio Parts Corp.
EXbrook 3-8231

COLORADO

Denver
Ward Terry Company
AMherst 6-3181

CONNECTICUT

East Haven
J. V. Electronics
HObart 9-1310

DISTRICT OF COLUMBIA

Electronic Industrial Sales, Inc.
Hudson 3-5200

FLORIDA

Miami
East Coast Radio & Television Co.
Franklin 1-4636
Electronic Equipment Co., Inc.
Newton 5-0421
West Palm Beach
Goddard Distributors, Inc.
Temple 3-5701

ILLINOIS

Chicago
Allied Radio Corporation
HAYmarket 1-6800
Newark Electronics Corp.
State 2-2944

INDIANA

Indianapolis
Graham Electronics Supply Inc.
MEIrose 4-8486

LOUISIANA

New Orleans
Columbia Radio and Supply Co.
TW 7-0111

MARYLAND

Baltimore
Wholesale Radio Parts Co., Inc.
MULberry 5-2134

MASSACHUSETTS

Boston
Cramer Electronics, Inc.
COpley 7-4700

DeMambro Radio Supply Co., Inc.
AL 4-9000

Graybar Electric Co.
HUBbard 2-9320

Lafayette Radio Corp. of Mass.
HUBbard 2-7850

MICHIGAN

Ann Arbor
Wedemeyer Electronic Supply Co.
NORMandy 2-4457

Detroit

Ferguson Electronics, Inc.
UN 1-6700

MISSISSIPPI

Jackson
Ellington Radio, Inc.
FL 3-2769

MISSOURI

Kansas City
Burststein-Applebee Company
BALtimore 1-1155
St. Louis
Graybar Electric Company
JEfferson 1-4700

NEW HAMPSHIRE

Concord
Evans Radio
CAPital 5-3358

NEW JERSEY

Camden
General Radio Supply Co.
WO 4-8560 (in Phila.: WA 2-7037)

NEW MEXICO

Alamogordo
Radio Specialties Company, Inc.
HEMlock 7-0307
Albuquerque
Radio Specialties Company, Inc.
AM 8-3901

NEW YORK

Binghamton
Stack Industrial Electronics, Inc.
RA 3-6326

Buffalo

Genesee Radio & Parts Co., Inc.
DElaware 9661

Wheeler Electronics Inc.

TL 4-3270

Elmira

Stack Industrial Electronics, Inc.
RE 3-6513

Ithaca

Stack Industrial Electronics, Inc.
ITHaca 2-3221

Mineola, Long Island

Arrow Electronics, Inc.
Pioneer 6-8686

New York City

H. L. Davis, Inc.
EMpire 1-1100

Milo Electronics Corporation

BEekman 3-2980

Sun Radio & Electronics Co., Inc.

OREgon 5-8600

Terminal Electronics, Inc.

CHelsea 3-5200

OHIO

Cincinnati
United Radio Inc.
CHerry 1-6530

Cleveland

Main Line Cleveland, Inc.
EXpress 1-4944

Pioneer Electronic Supply Co.

SUPERior 1-9411

Columbus

Buckeye Electronic Distributors, Inc.
CA 8-3265

Dayton

Srepco, Inc.
BALdwin 4-3871

OKLAHOMA

Tulsa

S & S Radio Supply
LU 2-7173

OREGON

Portland

Lou Johnson Company, Inc.
CAPital 2-9551

PENNSYLVANIA

Philadelphia

Almo Radio Company
WALnut 2-5918

Radio Electric Service Co.
WALnut 5-8840

Pittsburgh

Marks Parts Company
FAirfax 1-3700

Reading

The George D. Barbey Co., Inc.
FR 6-7451

TENNESSEE

Knoxville

Bondurant Brothers Company
3-9144

TEXAS

Dallas

Graybar Electric Company
RIVERSide 2-6451

Houston

Busacker Electronic Equipment Co.
JACKson 6-4661

Harrison Equipment Company
CAPitol 4-9131

UTAH

Salt Lake City

Standard Supply Company
EL 5-2971

VIRGINIA

Norfolk

Priest Electronics
MA 7-4534

WASHINGTON

Seattle

Western Electronic Company
AT 4-0200

WEST VIRGINIA

Bluefield

Meyers Electronics, Inc.
DAvenport 5-9151

Smith-Corona Division To Install C&O Railroad Communication Network

Baltimore—The Chesapeake & Ohio Railroad, with the help of Smith-Corona Marchant's Kleinschmidt Division, will install a million-dollar communications system designed to be the last word in railroad communications.

The system will consist of a teleprinter network tied in with the C&O's communications circuits that will interconnect 130 line-to-road offices with the C&O's car location information center at Huntington, W. Va.

Data transmitted to and from C&O offices regarding freight car movements, locations, and special car reports will be received simultaneously at Huntington where it will be converted immediately into accounting machine language for tabulation and further computer processing. Kleinschmidt automatic electronic scanning devices will control the availability and proper functioning of the teleprinters.

Equipment for the system will be installed under a seven-year lease agreement providing for complete maintenance of teleprinter equipment by Kleinschmidt.

Everything you need in Raytheon Electronic Components ...Now delivered off the shelf in 56 cities

From tubes to transistors, from panel hardware to voltage regulators — everything you need for quick replacements is now available locally. To get your equipment back in action fast — with a minimum of down time — just call the

Raytheon distributor nearest you. Here's what you'll get: (1) An exact replacement featuring the latest technical improvements! (2) The highest quality available in the industry! (3) Proven ruggedness and long life under the

RAYTHEON

Profitable Reading for P.A.'s

New Books

Management and Corporations 1985, by Melvin Anshen and G. L. Bach. Published by McGraw-Hill Publishing Co., 330 W. 42nd St., New York 36, N. Y., 253 pages. Price: \$5.50.

The 15 contributors to this unique volume evaluate the major economic and social changes that will significantly influence corporations, managers, and their decisions during the next 25 years, and beyond.

Among the topics treated are: the internal world of the corporation of the future, the role of computers and their

impact on the men who manage business, and the change in traditional business patterns with particular emphasis on new management techniques.

From the Manufacturers

Circular Form Tools

Describes company's line of standard circular form tools and blanks for use in automatic screw machines. Includes sizes, prices, specifications, etc. Catalog No. 61 (19 pages.) **Somma Tool Co., Inc.** 109 Scott Road, Waterbury, Conn.



most demanding service conditions! (4) Reliability... the kind that has made Raytheon famous as a leading supplier of military and industrial products! *And you get all this at no price penalty!*

So next time you need semiconductor devices, industrial and power tubes, hardware, or any replacement part, remember to call your Raytheon distributor. You can count on him to deliver quality products and reliable service.

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RAYTHEON COMPANY

DISTRIBUTOR PRODUCTS DIVISION

February 27, 1961

PROFESSIONAL PERSPECTIVE



P/W CONSULTANT SYDNEY PRERAU

Discusses the P.A.'s Accountability

In Situations Such as the Recent Incidents

Involving Chrysler and the Electrical Firms

Despite the fact that some major corporations have stumbled recently over the issue of business ethics in vendor-buying relations, none of the principal executives involved has been in purchasing.

This is a noteworthy point. It signals the integrity surrounding members of the purchasing profession; but it does not imply that a purchasing executive lacks legal responsibilities in charting the course of his vital and complicated duties.

The title of "Purchasing Agent" virtually pinpoints the legal liability of this management official. Although technically an employee, he also is an **agent for the employer in dealing with third parties and as such has specific legal responsibilities.**

In some instances, the rights, duties, and liabilities of employer and purchasing agent are spelled out in a contract. Frequently, however, there is none; and if there is, it may be silent on questions that arise later. When the law speaks in such cases, it is guided generally by the practice or custom in the profession.

Because of the unique relationship between the purchasing man and his company, he must practice the highest degree of loyalty and good faith. He is required to protect his employer's interests and cannot put himself in a situation where his own interests conflict with his company's. Breaches of these standards can result in a personal loss.

In other words, a P.A. cannot serve two masters. **He cannot work for the seller; nor can he have a personal interest opposed to his employer's** in that he can profit personally by buying from a firm in which he has, directly or indirectly, a substantial economic interest.

• • •

Compensation from outside sources can be risky. A purchasing man cannot split commissions with salesmen. This can be a violation of federal law and is illegal in many states that prohibit fee splitting in specific businesses (particularly where rates are regulated).

The purchasing man's duty to account requires that he turn over any secret profit to his employer. The purchasing profession frowns upon gratuities. **Receipt of gratuities that might affect his loyalty not only can be grounds for dismissal; in many states they can constitute the crime of commercial bribery**—the giving or taking of a gift with intent to influence a purchase. But while purchasing men hold widely varying views on the subject of gift giving and receiving, items of slight value given just as an expression of gratitude generally should not affect a buyer's rights nor require him to turn it in.

In his buying activities, the P.A. follows instructions which necessarily are discretionary, and his acts within the scope of his employment bind his employers. But even here there can be a pitfall.

A P.A. acting within the scope of his apparent authority can make his employer liable for his actions. But in exceeding his instruction in such a situation, the purchasing agent **can be held personally liable by his employer.**

On the other hand, a P.A. who is duped into buying at rigged prices cannot be jeopardized legally. In taking his job, a purchasing man implies he has the necessary skill and will use care and diligence. However, **he is not an insurer and does not have to guarantee every act will be profitable.** He is required to exercise the discretion normally expected from others in his profession. Thus, as in the case of rigged prices—by their nature highly secretive—he is not usually liable if in the reasonable exercise of his judgment, his company sustains a loss.

• • •

Because of his agency relationship, a purchasing executive's loyalty and good faith often are subjected to intense scrutiny. When there is an employment agreement spelling out his duties, adherence to its requirements is a must. When the agreement is silent, the general practice of the profession is a guide. Knowledge and approval of his business practices over a stretch of time by his superiors also is sufficient legal ratification.

And here is a buyer's greatest protection: When contemplating an act, procedure, or transaction which is unusual, unique, or unprecedented, **obtain approval in advance.** If you can't get it beforehand, do it as soon as possible.

The employer of a purchasing agent generally is liable for his wrongful acts during the course of his duties and within the scope of his apparent or actual authority—even though by doing so the purchasing agent violates orders. An employer also may be held for labor, child labor, factory conditions and other violations of social legislation even though he was ignorant of any violation.

Where the purchasing man exceeds his authority and a third party cannot recover from the company, the purchasing man can be held personally liable. His wrongful acts subject him to personal suit regardless of the liability of his employer.

SUPPLIERS' DAY: Vendor executives inspect products at open house in Buffalo plant of American-Standard. More than 40 ranking officials attended two-day program, which included tour of plant, displays of product line, and review of American-Standard procurement policies. Value analysis, importance of mutual understanding and communication also were stressed. Host company was represented by purchasing, sales, and engineering executives.



P.A.'s Just Won't Collect Stamps, Sperry and Hutchinson Discovers

New York—P. A. resistance to industrial trading stamps may be sparking a change of tactics by the nation's largest and oldest trading stamp company.

Sperry & Hutchinson, which entered the industrial field amid great fanfare a few months ago, is now suggesting that companies use the stamps as a sales incentive for their own salesmen, rather than promoting their use for industrial purchases.

Meanwhile, the trading stamps

are proving as much a headache as a blessing to P.A.'s who are not sure how to handle them.

Principal recipients of the current batches of stamps have been customers of Circo Corp., of Clark, N. J. Circo is giving S & H stamps on sales of trichloroethylene, a degreasing and cleaning solvent which has been subject to some recent price weaknesses. Circo distributes the stamps at the rate of one for 10¢ in sales as a discount on orders paid within 10 days of invoice.

This has led to some harried situations. For example:

- The transmission division of one of the automobile manufacturers said it didn't know it was earmarked for stamps until it was flooded with over 56,000 of them at one time. It decided to use the stamps to purchase equipment for the company's athletic program.

- Sandusky Foundry & Machine Corp., Sandusky, Ohio, also said it knew nothing about industrial stamps until they were dumped in its lap. Sandusky will probably use them for furnishings for the women's lounge.

- Dunham-Bush Inc., Hartford, Conn., was also taken, by surprise when the stamps poured in. The company finally decided not to accept them at all.

Sandusky said the stamps were a nuisance and that they would much rather receive a straight discount. Dunham-Bush echoed this opinion and added that it had adopted a hands-off policy because it didn't want to become involved with anything that even hints at "payola."

Meanwhile, industrial trading stamps encountered another roadblock in the form of legal restrictions in a number of states:

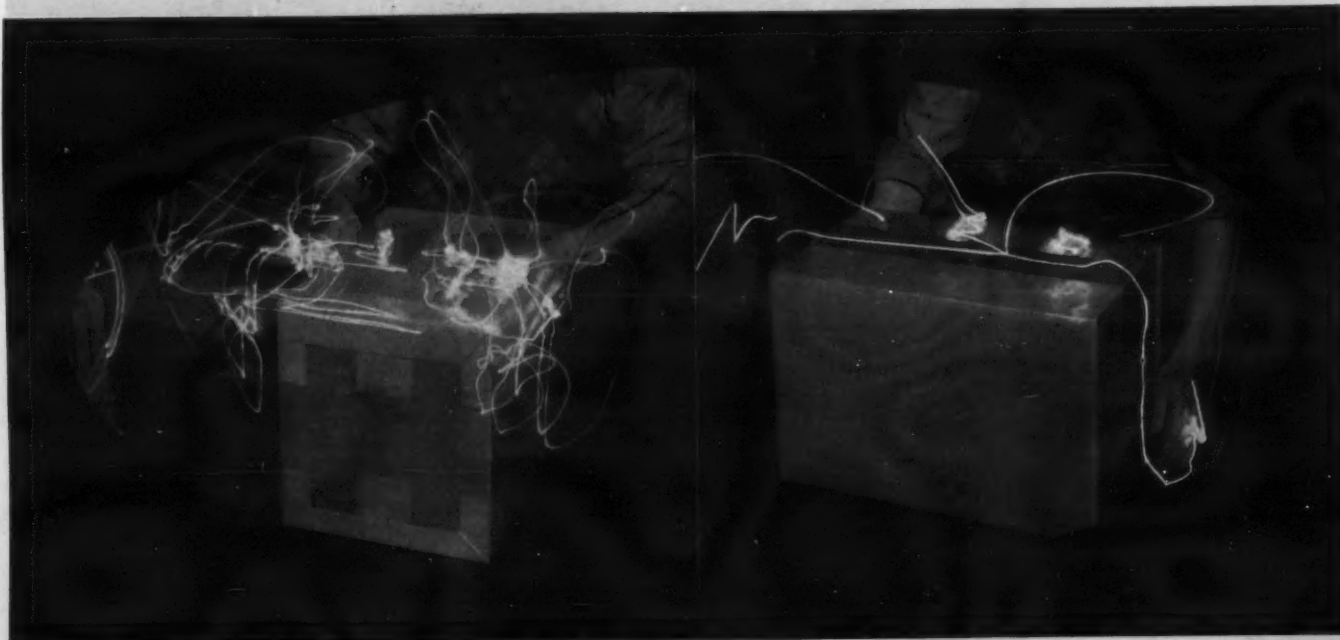
- The Wyoming supreme court recently upheld a law that in effect bars trading stamp companies from the state by requiring that they can be issued only by individual merchants, each of whom must arrange to redeem them at his own store. Trading stamp companies are asking the court to reconsider its decision, and a bill to repeal the ban has been introduced in the state house of representatives.

- In Utah and Idaho the Wyoming antistamp law has been copied verbatim and proposed for passage. The measure already has been passed in the Idaho senate by a 35-9 vote, and its backers predict it will become law soon.

- The issue also is causing hot debate in Montana, where six stamp bills, ranging from prohibition of stamp companies to imposition of heavy license fees on stamp issuers, are up for action by the state legislature.

- The Ohio legislature is considering a bill that would require each retailer offering trading stamps to pay a license fee based on his gross sales. Under the proposed formula, the fee would range from \$200 a year on a sales volume of \$10,000 to \$8,000 on sales of \$640,000 or more.

The Ludlow Method 2-STRIP CASE SEALING FASTER - STRONGER - COSTS LESS



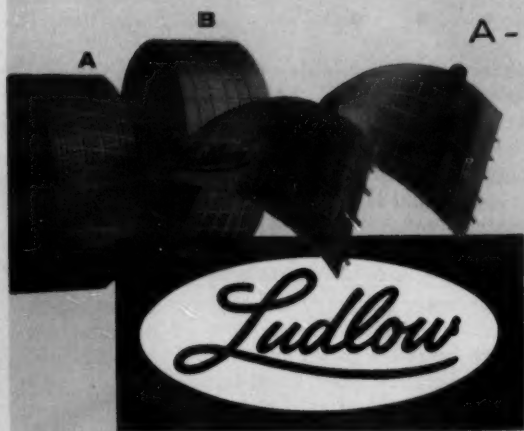
OLD WAY (38.5 Seconds) White lines show actual motions required for sealing just the top of a container with plain paper tape.

LUDLOW METHOD (11 Seconds) The same job is done in a single motion. And tough multi-directional fibre reinforcements make closures nearly 3 times as strong.

The tapes that broke the six-strip habit!

Ludlow's reinforced tapes, SNAKETAPE and GLASPUN, are so strong that only two strips are required to seal your cartons instead of the six strips required when plain paper tapes are used. This faster, stronger center seam closure method actually reduces your tape application costs by 66%. Both SNAKETAPE and GLASPUN are approved for shipment on all carriers, including railroads under U.F.C. Rule 41.

Be sure to specify Ludlow reinforced tapes — either glass-reinforced GLASPUN, or world-famous SNAKETAPE, the only reinforced tape with rayon reinforcement. The Ludlow name is your best assurance of uniform quality and dependability.



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Costly Small Orders Irk Metal Distributors

New York—Metal distributors, smarting from the rise in small orders, say they will have to increase prices if the trend continues. A few more hardy distributors already have installed a minimum order charge of \$15 per customer per day to discourage orders that are placed for delivery of goods in dribs and drabs.

"We're still waiting to see what the reaction will be," said Lester E. Brion, Jr., vice president of Peter A. Frasse & Co., New York distributor of aluminum and steel products. "The point is that our costs have been going up like everybody else's, and these small uneconomic orders really have us hurting."

What an Order Costs

According to Brion, a well-run company needs a gross margin of about \$12.50 a delivery to cover shipping, handling, clerical, overhead costs, and allowances for cutting and other services. Brion's own firm, he pointed out, is not hitting that figure on many of its deliveries. "On our stainless bar items, for instance, 60% of our volume has been going out on orders of \$18 or less," he said.

Brion blames poor order planning by P. A.'s for the fix metal distributors are in. "Many metal buyers have cut down the average size of their orders without being aware of the most efficient way to handle small orders," he pointed out.

Some Suggestions

P. A.'s can save themselves a lot of money—and incidentally make life a lot simpler for the distributor — by re-examining their ordering patterns, Brion believes. Here are some of his suggestions for cutting down on small order costs:

• Combining small orders.

Buyers for more than one plant can combine orders for shipment to one destination at one time, and the quantity discounts they would get that way would often outweigh their cost of shipping the material to the necessary locations.

"To illustrate," said Brion, "a company has three plants—A, B, and C. Let's say Plant A needs 200 lb. of ½ in. aluminum bar, alloy 2011-T3; Plant B, 300 lb. of ¾ in., alloy 2017-T3; and Plant C, 500 lb. 1 in., alloy 2024-T4.

"If these orders were combined into a single shipment, the cost would be \$108 less than if they were ordered separately. It certainly would pay to have the order go to, say, Plant C, and then to ship A's and B's requirements from there."

• **Analyze order patterns with salesmen.** The schedules of quantity discounts on metal items, according to Brion, vary widely among product groups. Salesmen—both inside and outside—are expert in this area and often can point out savings to the P. A.

"We get a lot of orders in heavy mechanical steel tubing, for example, where the lengths requested come within a foot or two of a price break. Many price breaks (or quantity discounts) are worked out both by

weight and length. P. A.'s who are used to ordering by length in these items frequently don't realize that another foot may make their order eligible for a quantity discount by weight, and give them more tubing for less net cost."

• Coordinate orders worked through data processing systems.

Data processing systems frequently result in increasing the number of order invoices sent out. A good job in coordinating these orders could result in sub-

stantial purchasing economies.

"Some of these systems cut down clerical costs but increase the cost of purchasing," commented Brion. "When they're set up to provide single invoices with single order, P. A.'s can get lower prices by grouping all orders scheduled for delivery at one time and sending the invoices to one supplier. And this would also cut down the cost of receiving and warehouse handling. It's common sense, but you'd be surprised at how often this isn't done."

Cargo by Rocket

Huntsville, Ala. — Someday soon, you may be able to ship by rocket. A patent for a "rocopter"—a rocket powered cargo carrier—was issued to a member of Wernher von Braun's staff at the Army's Redstone Arsenal here.

The projected carrier combines features of missile and helicopter. For the first part of its trip, the carrier would be propelled by a rocket booster, from which it separates once it's in space.

No piggybacking wrangles here.

Unconventional Power

New York — Unconventional methods of generating electric power will be studied by a newly formed technical unit of the National Electrical Manufacturers Assn.

Known as the Unconventional Power Generation Section, the unit will deal with the following products: magnetohydrodynamics (MHD), fuel cells, thermoelectrics, thermionics, batteries, photovoltaics and photochemicals.

Development of standards for basic terms definitions and tests is expected to be one of the group's first projects.

we
goofed!



Yes, we confess, occasionally we do. But, you can be sure, it doesn't happen often. Proof? During the past 25 years, less than *one* out of every 10,000 Ace Pilot Staplers manufactured has needed repairs. Not quite goof-proof yet, but give us time. You can see and try the amazing Ace Pilot at your Ace dealer. Do it today.



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Stationery

Can Be Personalized

Stationery can be personalized by attaching a business card to an adhesive strip. When the letter is inserted in the companion envelope, the window shows the business card to identify the sender. Same paper can be used by an entire staff.

Price: \$4.95 (100 sheets and envelopes). **Delivery:** immediate.

Relief Printing Corp., 63 Summer St., Boston 10, Mass. (PW, 2/27/61)



Line Marker

Doubles as Spray Machine

Gravity-feed marking machine that rolls lines is combined with a spray machine for painting of posts, curbs, parking barriers, and stencils. One man can do both jobs, or—for two-man operations—the units separate in seconds. The line marker works flush against barriers and vertically up curbs or walls.

Price: \$345. **Delivery:** 3 wk.

H. C. Sweet Co., New Hudson, Mich. (PW, 2/27/61)



Safety Frames

Have Folding Side Shields

Soft vinyl side shields on safety frames fold flat against the frames for carrying in pocket or case. Total weight with glass or plastic lenses is less than 2 oz. Both types of lens are available in green or clear. Frames are available in any of six colors.

Price: \$3 (with clear lenses) and \$3.40 (green lenses). **Delivery:** 1 wk. to 10 days.

Watchmoke Optical Co., Inc., 232 W. Exchange St., Providence, R. I. (PW, 2/27/61)



Industrial Lamp

Has Magnetic Base

Lamp's magnetic base, measuring only 2 1/4 in. x 1 1/2 in. x 1 in., has a holding power of 60 lb. It comes in two models: a spot light and an area lamp. These can be provided with a tubular or flexible extension arm, and are machine tool green with other colors available.

Price: \$14.50 (area lamp) and \$15.50. **Delivery:** immediate.

Recarr, Inc., 126 N. Clinton St., Chicago 6, Ill. (PW, 2/27/61)



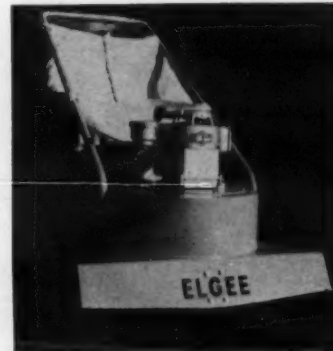
Floor Cleaner

Leaves No Residue

Liquid cleaner for use especially with scrubbing machines and vacuum cleaners has a foam-inhibiting additive. Foam which is generated breaks down in seconds. The cleaner leaves no film or residue and is for use on all types of floors.

Price: \$2.95/gal. (5-gal. can). **Delivery:** immediate.

Multi-Clean Products, Inc., St. Paul 16, Minn. (PW, 2/27/61)



Power Sweeper

Cleans Indoors and Outdoors

Power sweeper, which picks up all types of debris from dust and grass clippings to glass and tin cans, is designed for both indoor and outdoor use. It is powered by a 3-hp. gas engine and has a 7.7-cu. ft. filter bag. The machine cleans a 30-in. to 36-in. width and works in both forward and backward directions.

Price: \$275. **Delivery:** 10 days.

Elgee Mfg. Co., 18 Ellers Dr., Chatham, N. J. (PW, 2/27/61)



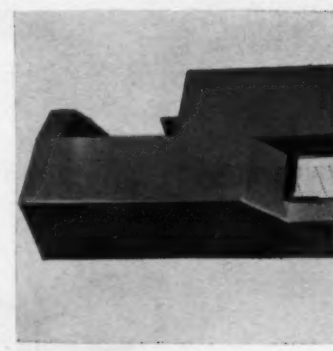
Modular Boxes

Stack Interchangeably

Boxes with close-fitting lids come in three sizes and stack in varied combinations within two larger sizes of boxes. Parent boxes are each 20 3/4 in. x 11 1/4 in. in length and width, and have individual depths of 3 1/4 in. and 5 1/2 in. All are of polyester resin and fiber glass.

Price: \$2 to \$3 a box (in quantity). **Delivery:** 3 to 4 wk.

Molded Fiber Glass Tray Co., Linesville, Pa. (PW, 2/27/61)



Tab Card Reader

Comes in Two Models

Reader comes in single-card model or in multiple-card unit (hopper feed for 500 cards). The small (9 in. x 6 in. x 11 in.) unit can be used for input or output for computer systems, with accounting machines, for numerical control of machine tools, etc.

Price: \$1,200 to \$1,500. **Delivery:** 45 to 60 days.

Systronics, 3673 Newton St., Torrance, Calif. (PW, 2/27/61)



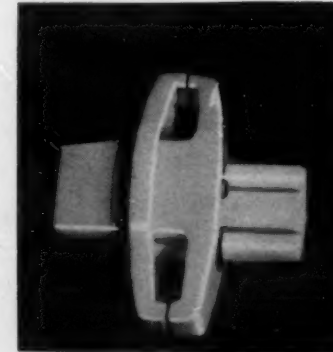
Ultrasonic Cleaner

Has 1 1/4-Qt. Capacity

Ultrasonic unit for cleaning precision parts has a 1 1/4-qt. capacity. The cleaner comes ready to plug in and takes only an 8-in. x 6-in. space. A built-in electronic circuit transmits peak power directly from transducer to cleaning tank. Operating frequency is 70 kc. to 80 kc.

Price: \$97.50. **Delivery:** immediate.

L&R Mfg. Co., 577 Elm St., Kearny, N. J. (PW, 2/27/61)



Clip Fastener

Opens at Both Ends

Plastic clips open at either end to attach materials to a line or other surface or to each other. The 2-in. long clips have a spring action that takes and holds heavy materials, and the durable plastic is easily cleaned.

Price: \$8.95 per package of 100. **Delivery:** immediate.

Edmund Scientific Co., Barrington, N. J. (PW, 2/27/61)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.



Plastic Handle

Snaps on Spray Cans

All-plastic handle fits any standard pressurized can. Squeezing the gun-grip handle actuates the spray. It has been tested and performed perfectly after 2,000 uses, leaving hands clean and reducing finger fatigue.

Price: 39¢. **Delivery:** immediate.

Jordan Industries, Inc., 3030 N. W. 75th St., Miami 47, Fla. (PW, 2/27/61)



Pushbutton File

Holds 4,020 Records

Records file holds 4,020, 8-in. x 5-in. cards for pushbutton reference and presents the required records in an average of 4 sec. The cabinet takes only 13.4 sq. ft. of space and operates on 110 v. to 120 v. 60 cycle a.c. A pushbutton selector panel activates the file and positions a record for operator use.

Price: \$2,435. **Delivery:** immediate.

Remington Rand Systems, 122 E. 42nd St., New York 17, N. Y. (PW, 2/27/61)



Dial Indicator

Measures Machine Motion

Dial attaches to any machine tool to provide continuous indication of carriage, slide, or tool position in relation to work piece within .001 in. Measurements are made by a gage wheel contacting a way or machined surface. A graduated dial knob gives a continuous motion record of up to 6 in. of travel.

Price: \$178.50. **Delivery:** immediate.

Southwestern Industries, Inc., 5880 Centinela Ave., Los Angeles, Calif. (PW, 2/27/61)



Welding Torch

Does Four Jobs

Torch performs spray arc, short arc, plug, and spot welding. All service lines (gas, power, water, and air) enter through the rear of the torch barrel. The cooling system permits continuous operation at currents as high as 500 amp. The removable pistol grip is adjustable along the torch barrel.

Price: \$250. **Delivery:** immediate.

Linde Co., 270 Park Ave., New York 17, N. Y. (PW, 2/27/61)



Tool Cabinet

Has Work-Surface Top

Steel cabinet has a lock in the handle to protect stored material. The heavy-duty top can be used as a work surface. The cabinet is 33 in. high, 21 1/4 in. wide and 15 1/4 in. deep. Shelves are adjustable on 2-in. centers. Casters are optional.

Price: \$20.95. **Delivery:** immediate.

Bay Products, Inc., 1801 W. Cambria St., Philadelphia 22, Pa. (PW, 2/27/61)

This Week's

Product Perspective

FEBRUARY 27-MARCH 5

NEW MATERIALS continue to hit the market at an undiminished pace. Here are eight of the latest entrants:

- **Aluminum alloys.** Three new types are designed to lower cost of extruded products. Type C989 is recommended for thin-walled hollow and solid sections such as storm and door windows. The ingot can be pushed through complicated dies 25%-50% faster than standard 6063. Ingot C872 gives good tensile strength structural shapes with high finish at reasonably fast extrusion rates, while C872 is designed for good finish and speed with long die life but less rigid physical properties. All three alloys are priced the same as 6063 in the homogenized state. *Aluminum Co. of America, Pittsburgh, Pa.*

- **Chlorinated polypropylene** for coatings, inks, and adhesives has excellent heat resistant properties and may also be used in flame-retarding compounds. The new film-forming polymer, trademarked Parlon P, may be expected to contribute hardness, abrasion resistance, and film integrity—plus resistance to alkalis, acids, salt spray, moisture, mold growth, heat, and sunlight. *Hercules Powder Corp., Wilmington, Del.*

- **Diethylene glycol** in new, improved grade has narrower distillation range, more precise water control, and reduced acidity. New specifications are especially important in applications where the material is used as a chemical intermediate for emulsifiers, cosmetics, detergents, household and industrial cleaning compounds, emulsions for water-dilutable agricultural chemical sprays, and alkyd resins. Prices are same as for old standard grade: eastern region, 15.25¢ lb. (tank car lots) to 19.25¢ lb. (drums, less than carload). Western prices are 1¢ lb. higher. *Union Carbide Chemical Corp., New York, NY.*

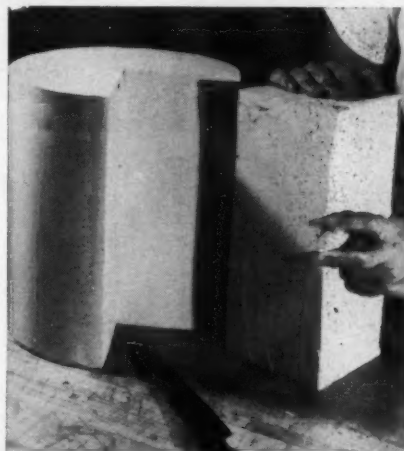
- **Modified polybutadiene polymer** has excellent abrasion resistance and will not become brittle at temperatures as low as -85F. It also has moderate resistance to fuels, solvents and chemicals, and excellent resistance to ozone. Hycar 1000x145 is expected to find wide use in electrical wire and cable field by eliminating need for different materials for primary insulation and protective sheath. Other applications include shoe soles and heel lifts, machine parts (where abrasion resistance is important), hose coverings, and as a coating material for fabrics. *B. F. Goodrich Chemical Co., Cleveland, Ohio.*

- **Vinyl chloride polymers** have improved heat stability, color and processability for extrusion, molding and calendaring. Electrical properties meet UL specifications. The three suspension homopolymers in the 600 series are: Opalon 660, a high molecular weight and fast-mixing resin especially recommended for wire and cable extrusion compounds; Opalon 650, similar to 660 with lower molecular weight for use in glossy or clear extruded products; and Opalon 630, a moderately low molecular weight resin that can be used in special purpose injection molding, extrusion, and calendaring. *Monsanto Chemical Co., Springfield, Mass.*

- **Silicone rubber vulcanizes** in sections of any thickness at room temperature. Silastic RTV 601 requires only the addition of a catalyst to cure without heat, pressure or moisture. After 24 hrs., it can be put into full service at temperatures from -100 to +500F. Suggested applications range from making flexible molds and casting prototype parts to potting and encapsulating deep or totally enclosed electronic components. *Dow Corning Corp., Midland, Mich.*

- **Beryllium alloy** has combination of strength, ductility, corrosion resistance, and machinability exceeding all other beryllium-copper alloys. Beryllco 160 is almost completely nonmagnetic and so dense it has reportedly withstood laboratory helium-penetration tests of 12,000 psi. *Beryllium Corp., Reading, Pa.*

- **Aluminum casting alloy** ages at room temperatures, yielding mechanical properties equivalent to heat-treated alloys. The exclusive zinc-magnesium combination develops tensile strengths of 35,000 psi. to 40,000 psi, enabling foundries without heat-treating equipment to produce high-strength aluminum castings. *American Smelting & Refining Co., Barber, N. J.*



LARGE SHEETS of silicone rubber are now being made available for industrial use.

Your Guide to New Products

(Continued from page 27)



Pushbutton Station

Fits FS & FD Boxes

Completely corrosion-proof two-button switch fits all standard FS and FD boxes. The oil-tight switch is of one-piece, all-rubber construction for heavy-duty service. The completely packaged unit is available with a variety of contact arrangements.

Price: \$9.50 to \$14.50. **Delivery:** immediate.

Joy Mfg. Co., 1201 Macklind Ave., St. Louis 10, Mo. (PW, 2/27/61)



Ball Valve

Has One-Piece Body

Bronze valve's one-piece body permits easy maintenance; seats and seals can be replaced without breaking pipe joints. A top entry design seals the self-aligning ball against both seats. The valve is available in eight sizes from 1/4 in. through 2 in.

Price: approx. \$16 to \$50. **Delivery:** immediate.

Lunkenheimer Co., Beekman St. at Waverly Ave., Cincinnati 14, Ohio (PW, 2/27/61)



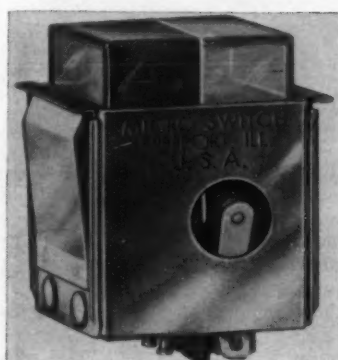
Bar Feed

Operates Automatically

Unit feeds round, square, or hex bar stock into lathes or screw machines by air pressure. Tube I.D.'s of models range from 1/8 in. to 4 in.; lengths, 6 ft. to 20 ft. Capacities, with special sizes, range to 3 3/4 in. in lengths to 25 ft. Telescoping stands adjust heights from 38 1/2 in. to 50 in.

Price: \$297 to \$575. **Delivery:** 2 to 4 wk.

Power Grip, Inc., Rockfall, Conn. (PW, 2/27/61)



Pushbutton Switch

Gives Visual Signal

Switch, smaller than a 1-in. cube, lights up to give visual signal where needed. It offers single or two-color indication in any of five colors. Switch is fitted with spring clips for rapid insertion and removal from mounting holes.

Price: \$16. **Delivery:** immediate.

Minneapolis-Honeywell, Micro Switch Div., Freeport, Ill. (PW, 2/27/61)



Equipment Stand

Isolates Vibration

Table isolates sensitive equipment from horizontal vibration and motion. It may also be used to contain vibration. The table will isolate an instrument on the top platform from up to 1/2 in. peak-to-peak horizontal movement of the bottom platform.

Price: \$275. **Delivery:** 30 days.

Tenlo Research, Inc., 9424 Lyndale Ave. S., Minneapolis 20, Minn. (PW, 2/27/61)



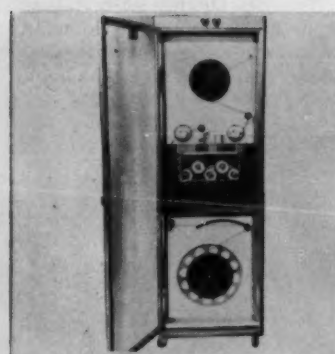
Currency Scanner

Rejects Counterfeit Bills

Device analyzes one-dollar bills under electric eye, size and weight gages. One scanner model holds a bill until a return or vend button is pushed. Models without buttons accept genuine bills instantly and reject counterfeit items.

Price: approx. \$250. **Delivery:** 60 days.

Planetronics, Inc., Easton, Pa. (PW, 2/27/61)



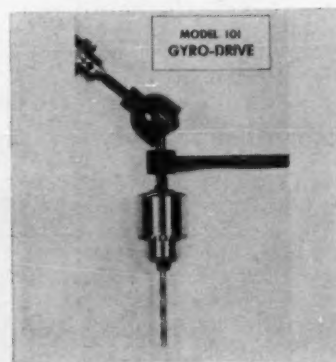
Magnetic Tape Cleaner

Operates at 300 FPM.

Tape cleaning unit operates at rates of up to 300 fpm. with three separate cleaning stages. An air-vacuum removes excess dust and lint before the tape is guided through a solvent bath. A final air-vacuum stage recleans and dries the tape. The self-contained unit needs no vacuum pump.

Price: \$5,500. **Delivery:** 90 days.

Computer - Measurements Co., 12970 Bradley Ave., Sylmar, Calif. (PW, 2/27/61)



Angled Drive

Converts Power Drills

Drive converts electric drills to deliver full-speed drilling at angles up to 52 deg. Drive has a threaded sleeve for use with a 1/4-in. or 1/2-in. chuck, and it may be permanently attached to the tool with a special adaptor.

Price: \$8.89 and \$11.95. **Delivery:** immediate.

Glenwood Gyro-Drive, Inc., Glenwood, Minn. (PW, 2/27/61)



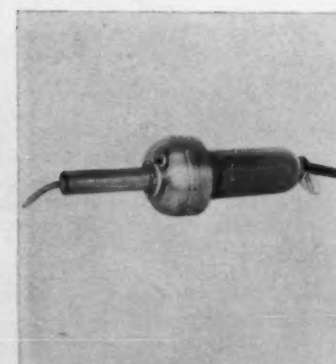
Insulated Container

Holds up to 5 Cu. Ft.

Plastic foam case holds frozen food and perishables for 36 hr. to 48 hr. without dry ice or other forms of refrigeration. Capacities range from 1 cu. ft. to 5 cu. ft. The 5-cu. ft. size weighs 12 lb. and holds 175 lb. Cases can be cleaned with a damp cloth.

Price: \$27.50 (5 cu. ft.). **Delivery:** immediate.

Polyfoam Packers Div., 6415 N. California Ave., Chicago 45, Ill. (PW, 2/27/61)



Welding Tool

Works on Thermoplastics

Electro-hot air tool welds vinyls, polyethylene, and other thermoplastics. It plugs into any wall outlet and produces a high-pressure air stream at a temperature adjustable from 350 F to over 1,000 F. The tool combines an electric motor, an air turbine, a heating element, and jet.

Price: \$98. **Delivery:** 10 days.

Weldotron Corp., 841 Frelinghuysen Ave., Newark 12, N.J. (PW, 2/27/61)

Polyethylene Tank

Holds 55 Gal.

Polyethylene tank with 22-in. I.D. holds 55 gal. A steel handle coated with polyethylene is built into the tank for handling. It stands 33-in. high and has wall thicknesses of $\frac{3}{8}$ in. for rigidity and long service. The tank, available with cover, weighs only 24 lb. and resists most acids.

Price: \$69.85. **Delivery:** 2 days.

American Agile Corp., 5461 Dunham Rd., Maple Heights, Ohio (PW, 2/27/61)



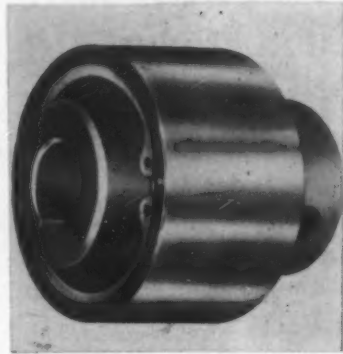
Coupling

Protects Against Overload

Overload protector coupling fits motor and machine shafts from $\frac{3}{8}$ in. to $1\frac{1}{2}$ in. It can be set to disengage at any torque setting from $\frac{1}{2}$ ft./lb. to 60 ft./lb. When the overload is corrected and motor is operated at low rpm. or restarted it automatically re-engages.

Price: \$48. **Delivery:** immediate to 10 days.

Helland, Inc., Navarre, Lake Minnetonka, Minn. (PW, 2/27/61)



Liquid Sealant

Repairs Masonry Leaks

Liquid chemical stops leaks and seepage in masonry when mixed with Portland cement. It has been used to repair dams without removing the water. Used as a plaster coating, it prevents moisture seepage. In all mixtures, it dries rapidly for quick service.

Price: \$5.50/gal. (in drum lots). **Delivery:** immediate.

Stonehard Co., Inc., 401 N. Broad St., Philadelphia 8, Pa. (PW, 2/27/61)



Fluorescent Ballast

Protects From Failure Hazards

Ballast line has unit to de-energize the ballast before it reaches critical end-of-life temperatures that may cause filling to soften. An improved capacitor overcomes rupture and leakage which also may occur at end of life. The line needs no individual fuse.

Price: \$5.75 to \$29.75. **Delivery:** immediate.

General Electric Co., Ballast Dept., Danville, Ill. (PW, 2/27/61)

MEMO TO MANUFACTURERS OF UPHOLSTERY SPRINGS

Use Roebling's SpringKote* Wire and put an end to stress-relieving problems, burned-out electrical contacts and uneven heat distribution.

There's more. SpringKote by Roebling runs smoother through coiling and knotting machines. Paints better. Costs no more than lime-coated wire. (You start figuring out the savings!) Write for full details to Roebling's Wire and Cold Rolled Steel Products Division, Trenton 2, New Jersey.

*Reg. applied for
P. S. Springkote is available in bundles up to 3,000 lbs for long-run production.

ROEBLING
Branch Offices in Principal Cities
John A. Roebling's Sons Division
The Colorado Fuel and Iron Corporation



Amn. Steel & Wire Forms Division To Spur Product Use

Cleveland—American Steel & Wire, a division of United States Steel, has founded a Product & Market Development Div. to spur new uses for steel wire.

"The quickest and surest way to reach new markets and invite new uses," said American Steel & Wire President Van H. Leichter, "is to find the specific application need of a market or a customer and then fit or develop our product to meet that particular need."

"We can count on new ad-



HEAD of new market development division, Robert Smith, shows auto seat which features steel wire and foamed plastic.

vances in such areas as high tensile strength, adhesion, and aluminum coating," said Leichter. "We already have produced wire with a tensile strength greater than 600,000 psi and are rapidly moving toward the 1,000,000 psi mark."

Burroughs Introduces Speedy New Computer

New York—Burroughs Corp. has introduced a new computer specifically designed to cut programming time and costs. The medium to large-scale systems will rent for \$13,500 to \$50,000 a month, with purchase prices ranging from \$540,000 to \$2,000,000. First deliveries will be made in 18 months.

The system, designated B-5000, will process programs written in algebra or in English language statements to let users communicate with the machine in the language of the problem rather than in complex codes.

Ray R. Eppert, Burroughs president, said the B5000 will provide large-scale performance for both business and scientific problems "with an ease of utilization some experts predicted would not be forthcoming for another decade."

The system is designed to make programming 20 to 50 times faster than with the most advanced automatic programming techniques employed thus far on conventional computers.

The system also offers:

• **Expansion without costly re-programming.** Because the system can recognize the addition or deletion of system parts and automatically adjusts to the new configurations, the same program will run equally well on small, medium, or large assemblies.

• **Multiprocessing.** Any two or more problems can be handled simultaneously. The B5000 can print results of one and take in raw data on another, while the computer performs computation on a third.

X-Ray Makes Movies

Chicago—Zenith Radio Corp. has come up with a new X-ray system to produce highspeed movies of rapidly-moving particles encased in metal.

Pictures can be taken with exposure times of a millionth of a second with intervals adjustable down to 1/40,000 second. This is an improvement over the company's previous system which required intervals of several minutes between pictures.

Applications of the system which, for instance, can produce movies of burning missile fuels, are expected to include radiation and vibration.

Polyethylene-Steel Drum

Amsterdam—Van Leer's Vatenfabrieken, N.V., is producing combination polyethylene-steel drums for safe packaging and shipment of such goods as acids, chemicals, and foodstuffs.

The drum consists of plastic inner liner inside a steel container. Screw caps are equipped with 3/4-in. polyethylene. A detachable cover on the outer steel drum permits easy removal of the polyethylene container for cleaning or inspection. The company also supplies outer drums of fiber or plywood.

Drum capacities range from 6 1/2 to 45 imperial gal. (8 to 54 U. S. gal.), and specifications conform to those of the ICC and are registered at the New York Bureau of Explosives.

Bemis Bros. Stacks Bags

St. Louis—Bemis Bros. Bag Co. is selling its polyethylene bags in stacks of 200 (held in alignment with two plastic pegs) to increase production on semi-automatic packaging lines.

Product News in Brief

When used on equipment where hand insertion of the product is required, the company says, individual bags can be pulled free without the "fouling that can occur in this type of operation." Bag closures are made by heat-sealing or tying.

Source Data Recorder

Canoga Park Calif.—A source data recorder, developed by Datanamics, Inc., imprints and punches IBM cards in preparation for automatic machine ac-



counting. The recorder is designed for gasoline stations, banks, restaurants, department stores, and any other business with a volume of credit card sales.

Convair Cuts Test Time

Fort Worth—A new ultrasonic inspection system, enables Convair, in two minutes and forty-five seconds, to test an aircraft part which formerly took an hour and a half.

The system includes a 14,000-gal. pool—32 ft. long, 12 ft. wide, and 5 1/2 ft. deep—and a scanning head which incorporates a transducer, and a recorder.

The object under inspection is immersed in the pool and the scanning head, which is surrounded by electric lights and photo-electric cells, glides above it. The lights illuminate the

part and the photoelectric cells "sense" the surface. Information received by the transducer is transmitted to the recorder to enable the operator to detect defects or voids in adhesives or bonding.

Kaiser Greases Conduit

Oakland, Calif.—Kaiser Aluminum Chemical Sales, Inc., is offering aluminum electrical conduit, coated with a new inner lining that reduces wire pulling ef-

fort. The new product costs no more than conventional conduit.

The lubricant, which has a high silicone content is said to reduce the pulling force by as much as 75% over uncoated metal conduit. It also reduces the pulling effort in comparison with other standard coatings regardless of the amount of paraffin on the cables, Kaiser said.

The new conduit is called "Kingfisher" and couplings and elbows also are being offered with the new coating at no change in prices.



Buying LAMINATED PLASTICS... as sheet,



TAYLOR FIBRE CO. BELONGS AS AN APPROVED SUPPLIER

Taylor has the products... offers more than 50 grades of industrial laminated plastics... including paper, cotton cloth, nylon, asbestos, glass cloth, or other base material impregnated with phenolic, melamine, silicone or epoxy resins and formed into sheets, rods and tubes under heat and pressure. Also a number of composite materials, including copper-clad laminated plastics, vulcanized fibre and laminated plastics, rubber and laminated plastics, asbestos and laminated plastics, and aluminum and laminated plastics.

Use this Taylor Selection Guide to make selections of the Taylor laminated plastics that will fit your requirements.



OVER-ALL STABILITY continues to obscure some important price changes—both up and down. The most important declines last month were: cotton broad-woven goods (.8%), nonferrous mill shapes (1.3%), leather (1.5%), and arc welding equipment (2.4%).

Counteracting these drops were sharp price hikes in packaging materials, both paper and metal, and smaller increases in organic chemicals and prepared paints. Gasoline prices showed strength, and currently higher fuel oil prices should lift next index.

This Month's Industrial Wholesale Price Indexes

| Item | Latest Month | Month Ago | Year Ago | % Yrly Change |
|---------------------------------------|--------------|-----------|----------|---------------|
| Cotton Broadwoven Goods | 97.7 | 98.4 | 106.2 | - 8.0 |
| Manmade Fiber Textiles | 94.3 | 94.8 | 96.7 | - 2.5 |
| Leather | 110.0 | 112.7 | 119.6 | - 7.2 |
| Gasoline | 99.7 | 99.4 | 89.4 | +11.5 |
| Residual Fuel Oils | 82.6 | 82.6 | 74.3 | +11.2 |
| Lubricating Oils | 111.0 | 111.0 | 105.2 | + 5.5 |
| Inorganic Chemicals | 103.5 | 103.5 | 102.6 | + 9 |
| Organic Chemicals | 97.6 | 98.0 | 99.4 | - 1.8 |
| Prepared Paint | 106.0 | 105.0 | 103.4 | + 2.5 |
| Tires & Tubes | 92.2 | 92.1 | 89.6 | + 2.9 |
| Rubber Belts & Belting | 108.7 | 108.7 | 105.6 | + 2.9 |
| Lumber Millwork | 105.4 | 105.3 | 107.1 | - 1.6 |
| Paperboard | 97.2 | 97.2 | 99.8 | - 2.6 |
| Paper Boxes & Shipping Containers | 106.3 | 105.2 | 105.2 | + 1.0 |
| Paper Office Supplies | 103.3 | 103.2 | 101.9 | + 1.5 |
| Finished Steel Products | 108.8 | 108.8 | 109.2 | - 4 |
| Foundry & Forge Shop Products | 108.4 | 108.3 | 107.0 | + 1.3 |
| Non Ferrous Mill Shapes | 95.0 | 96.3 | 100.1 | - 5.1 |
| Wire & Cable | 86.7 | 86.9 | 95.8 | - 9.5 |
| Metal Containers | 106.2 | 104.1 | 103.7 | + 2.4 |
| Hand Tools | 113.2 | 112.7 | 110.7 | + 2.3 |
| Boilers, Tanks & Sheet Metal Products | 101.4 | 101.4 | 102.3 | - 9 |
| Bolts, Nuts, etc. | 112.3 | 112.1 | 106.9 | + 5.1 |
| Power Hand Tools | 110.9 | 110.4 | 108.1 | + 2.6 |
| Small Cutting Tools | 118.5 | 118.5 | 114.9 | + 3.1 |
| Precision Tools | 109.5 | 109.5 | 109.3 | + 2 |
| Pumps & Compressors | 112.4 | 112.4 | 111.6 | + 7 |

| Item | Latest Month | Month Ago | Year Ago | % Yrly Change |
|--|--------------|-----------|----------|---------------|
| Industrial Furnaces & Ovens | 122.2 | 122.6 | 121.1 | + 9 |
| Industrial Material Handling Equipment | 107.6 | 107.6 | 107.2 | + 4 |
| Industrial Scales | 115.7 | 115.7 | 115.2 | + 4 |
| Fans & Blowers | 105.1 | 105.1 | 104.3 | + 8 |
| Office & Store Machines & Equipment | 105.5 | 105.5 | 105.0 | + 5 |
| Internal Combustion Engines | 104.4 | 104.4 | 103.2 | + 1.2 |
| Integrating & Measuring Instruments | 121.8 | 121.3 | 118.0 | + 3.2 |
| Motors & Generators | 100.5 | 100.5 | 103.7 | - 3.1 |
| Transformers & Power Regulators | 93.7 | 94.2 | 100.1 | - 6.4 |
| Switch Gear & Switchboard Equipment | 105.8 | 105.8 | 108.3 | - 2.3 |
| Arc Welding Equip. | 106.4 | 109.1 | 103.5 | + 2.8 |
| Incandescent Lamps | 130.9 | 130.9 | 130.9 | 0 |
| Motor Trucks | 105.4 | 105.4 | 106.2 | - 8 |
| Commercial Furniture | 106.2 | 106.9 | 106.1 | + 1 |
| Glass Containers | 101.3 | 101.3 | 105.8 | - 4.3 |
| Flat Glass | 97.6 | 97.6 | 99.7 | - 2.1 |
| Concrete Products | 104.6 | 104.3 | 104.1 | + 5 |
| Structural Clay Products | 107.6 | 107.8 | 107.1 | + 5 |
| Gypsum Products | 106.1 | 104.7 | 104.7 | + 1.3 |
| Abrasive Grinding Wheels | 94.4 | 94.4 | 94.8 | - 4 |
| Industrial Valves | 114.1 | 114.1 | 116.7 | - 2.2 |
| Industrial Fittings | 89.6 | 89.9 | 106.4 | -15.8 |
| Anti-friction Bearings & Components | 89.8 | 89.8 | 91.9 | - 2.3 |

Meetings You May Want to Attend

PREVIOUSLY LISTED

MARCH

Industrial Goods Packaging—Workshop Seminar, Hotel Astor, New York City, Feb. 27-March 1.

National Railway Appliance Association—McCormick Place Convention Hall, Chicago, March 6-9.

Institute of Radio Engineers—International Convention and Show, Waldorf-Astoria Hotel and New York Coliseum, New York City, March 20-23.

Western Metal Congress—American Society For Metals and five participating technical societies. Los Angeles, March 20-24.

Past Presidents Party—Indianapolis Association—Marott Hotel, Indianapolis, March 21, 1961.

APRIL

Annual Pacific North West Purchasing Conference—Far West Purchasing Agents Association—Victoria, B. C.—April 6-8.

National Packaging Exhibit—McCormick Place, Convention Hall, Chicago, Ill., April 10-13.

American Society of Lubrication Engineers—Annual Meeting and Exhibit—Bellevue-Stratford Hotel, Philadelphia, April 11-13, 1961.

Indiana Industrial Show—Manufacturers Building, State Fairgrounds, Indianapolis—April 12-14.

Business Equipment Exposition—

Office Equipment Manufacturers Institute—New York Coliseum, New York City, April 17-21, 1961.

Problem Clinic—Indianapolis Association—Dinner Meeting, Marott Hotel, April 18, 1961.

General Electric 69th Annual Meeting of Share Owners—Onondaga County War Memorial Auditorium, Syracuse, April 26.

National Tank Truck Carriers—Annual Meeting and Trade Show, Netherland-Hilton Hotel, Cincinnati, April 30-May 2.

Liquefied Petroleum Gas Association—Annual Meeting and Trade Show—Conrad Hilton Hotel, Chicago, April 30-May 3, 1961.

MAY

Chicago Electrical Industry Show—McCormick Place Convention Hall, Chicago, May 2-4.

42nd. International Conference and International Exposition—Kiel Auditorium—St. Louis, Missouri—May 7-11, 1961.

65th AFS Castings Congress & Exposition—Brooks Hall, San Francisco, May 8-12.

Western Joint Computer Conference—National Joint Computer Committee—May 9-11.

Canadian Purchasing Conference—Canadian Association of Purchasing Agents—Products Display for 1961—Royal York Hotel, Toronto—May 28-31.

In the World of Sales

J. W. Finch has been named sales manager, Convair Instruments facility, Convair Div., General Dynamics Corp., San Diego.

Louis Chable, Jr., has been assigned the post of manager of

merchant sales, and **George H. Stuhr, Jr.**, has been made manager of bleached board sales, Fine Paper Div., International Paper Co., New York.

G. L. Carrington, Jr., has been made general sales manager, Altec Lansing Corp., Anaheim, Calif.

Roger Reynolds, Jr., has been given the newly established post of government sales manager, Electronic Tube Div., Allen B. DuMont Laboratories, divisions of Fairchild Camera & Instrument Co., Clifton, N. J.

William E. Cohan was made manager of industrial distributor sales, Westinghouse Electronic Tube Division, Westinghouse Electric Corp., Pittsburgh.

Roy W. Gronauer has been elevated to manager, Pump and Well Supplies Sales Div., and **William J. Dickman** has advanced to manager, Union—Sales Division, Clayton Mark & Co., Evanston, Ill.

Larry L. Putzel has joined Arnold Altex Aluminum Co., Miami, Fla., as general sales manager. He was with Stanley Building Specialties.

William W. Brooks has been appointed general manager of sales, and **Jack Mickle** was appointed district sales manager, Wheeling Steel Corp., Wheeling, W. Va.

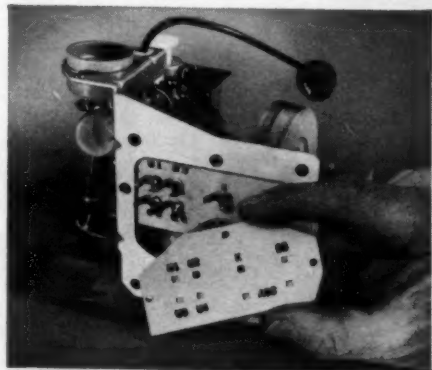
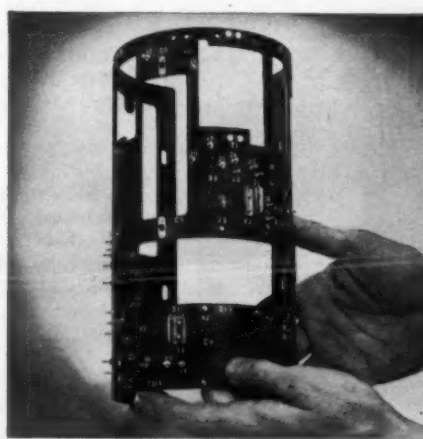
Donald Nofziger was promoted to regional sales manager, Pacific Fasteners Corp., Los Angeles.

rod, tube or fabricated parts?

Taylor has the facilities. Its Norristown, Pa., plant, comprising some 300,000 sq. ft., produces both laminated plastics and vulcanized fibre . . . is one of the most completely integrated in the industry . . . even makes its own paper and a large percentage of its own resins. The La Verne, Calif., plant, with over 45,000 sq. ft. of floor space, specializes in the manufacture of laminated plastics for the convenience of West Coast customers. And both plants can fabricate parts from any Taylor materials to specifications, economically.

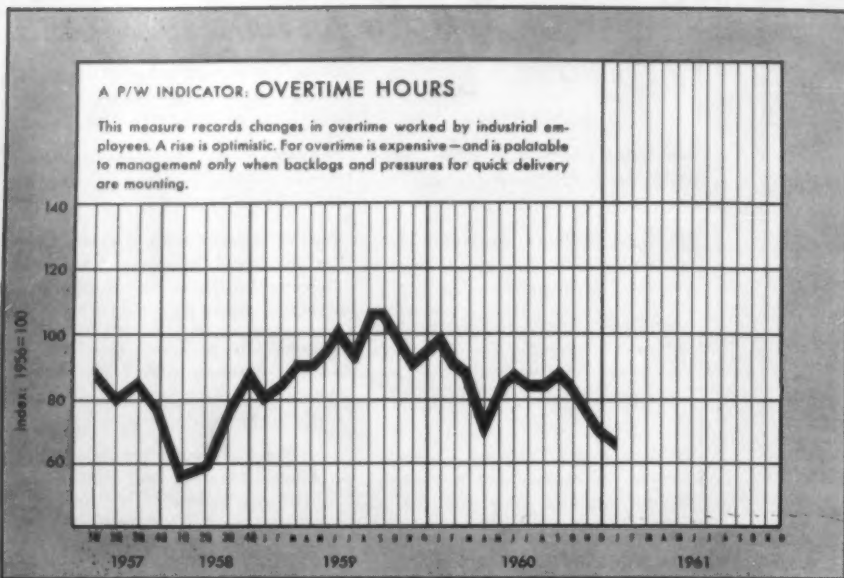
Taylor laminates offer many advantages over metals. They have a higher strength-to-weight ratio, are corrosion resistant, and can be fabricated more easily. This Taylor Selection Guide will help you evaluate the different grades available. Write for your copy today. Taylor Fibre Co., Norristown 55, Pa.

For applications requiring high strength retention at elevated temperatures, Taylor Grade GEC—an epoxy resin, glass fabric base material.



For high-temperature electrical applications and high-frequency radio equipment, Taylor Grade GSC—a silicone resin, glass fabric base material. Has high heat resistance, excellent electrical properties, and high arc resistance. Will not support combustion.

Taylor
LAMINATED PLASTICS VULCANIZED FIBRE



Overtime Index Drops Fourth Month in a Row

New York—The fourth consecutive month of decline in PURCHASING WEEK's sensitive overtime hour index signals a deepening recession in many manufacturing areas. It leaves the January '61 index level of 67.9 (1956=100) a substantial 32% below year-ago levels.

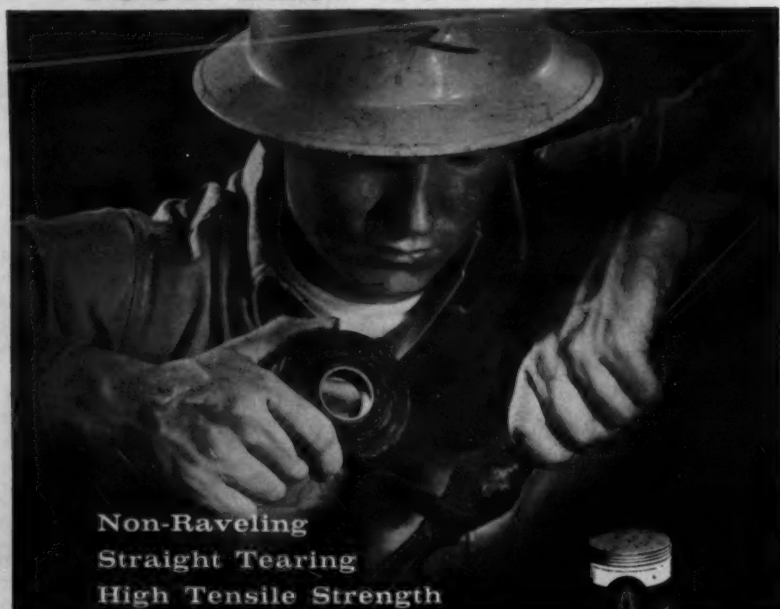
Hard goods firms have been hit hardest, led by primary metals and fabricated metal products which show sharp 50% and 40% declines respectively. But soft goods, down 23% from year ago, also are feeling the pinch—with sharpest declines in textiles, apparel, and rubber.

Index of Overtime Hours in Manufacturing

| | Latest Month* | Month Ago | Year Ago | Yearly Change |
|---------------------------------|---------------|-----------|----------|---------------|
| Total | 67.9 | 71.4 | 100.0 | -32.1 |
| Hard Goods | 60.0 | 63.3 | 96.7 | -38.0 |
| Ordnance & Accessories | 65.5 | 69.0 | 75.9 | -13.7 |
| Lumber & Wood | 69.7 | 75.8 | 90.9 | -23.3 |
| Furniture & Fixtures | 85.7 | 82.1 | 125.0 | -31.4 |
| Stone, Clay & Glass | 69.4 | 83.3 | 83.3 | -16.7 |
| Primary Metals | 46.4 | 42.9 | 92.9 | -50.1 |
| Fabricated Metal Products | 60.0 | 66.7 | 100.0 | -40.0 |
| Nonelectrical Machinery | 51.4 | 51.4 | 78.4 | -34.4 |
| Electrical Machinery | 73.1 | 65.4 | 92.3 | -20.8 |
| Transportation Equipment | 69.0 | 82.8 | 86.2 | -20.0 |
| Instruments | 78.3 | 91.3 | 117.4 | -33.3 |
| Soft Goods | 80.0 | 84.0 | 104.0 | -23.1 |
| Food | 93.9 | 97.0 | 103.0 | -8.8 |
| Tobacco | 100.0 | 109.1 | 100.0 | 0 |
| Textile Mill Products | 76.9 | 84.6 | 123.1 | -37.5 |
| Apparel | 75.0 | 100.0 | 116.7 | -35.7 |
| Paper | 80.4 | 82.6 | 93.5 | -14.0 |
| Printing & Publishing | 87.5 | 96.9 | 112.5 | -22.2 |
| Chemicals | 87.0 | 91.3 | 104.3 | -16.6 |
| Petroleum & Coal Products | 75.0 | 90.0 | 75.0 | 0 |
| Rubber Products | 57.1 | 64.3 | 100.0 | -42.9 |
| Leather & Products | 85.7 | 85.7 | 100.0 | -14.3 |

* January '61 is the month for totals and major subtotals.
December '61 is the month for individual industry figures.

YOUR BEST BUY IN TAPE



Non-Raveling
Straight Tearing
High Tensile Strength
Strong Adhesion
Highly Insulating

FRICTION
RUBBER
PLASTIC



ACCURATE TAPE

ACCURATE MANUFACTURING CO
Garfield, New Jersey

This Changing Purchasing Profession

Theodore R. Blessing was appointed general purchasing agent, **Beryllium Corp.**, Reading, Pa., with responsibility for the purchasing policies and buying functions of the firm and its divisions. **Robert L. Krize** has been advanced from a buyer at Reading to assistant purchasing agent, **Nuclear Division**, Hazleton, Pa.

Harry Johnson has been elected vice president-purchasing, **Continental Electric Equipment Co.**, Cincinnati. With the company 10 years, he previously served as works manager and assistant to the president.



T. R. BLESSING



HARRY JOHNSON

John M. Halsted has been elected vice president for purchasing, **Colgate-Palmolive Co.**, New York. Formerly assistant to the director of purchases, with supervisory responsibility for the purchasing of fats and oils, chemicals, and other raw materials, he succeeds **John H. Blakney** who retired after 47 years' service.

Daniel C. Sweeney has taken the post of purchasing manager with **Sparton Electronics, division of Sparton Corp.**, Jackson, Mich. He had been director of purchasing, **Loral Electronics Corp.**, Bronx, N. Y.



J. M. HALSTED



D. C. SWEENEY

Robert M. Cashman has been promoted to director of production control and purchasing, **Packard Electric Div., General Motors Corp.**, Warren, Ohio. Formerly director of work standards and methods engineering department, he succeeds **George W. Chestnut**, who was recently named works manager of the division.

Milton K. Adams joined **Hamilton Standard Div., United Aircraft Corp.**, Windsor Locks, Conn., as purchasing manager. **Howard Lawson** and **Herbert Boshea** were named procurement supervisors. Adams had been chief buyer in experimental purchasing, **Pratt & Whitney Aircraft Corp.**, West Hartford, Conn. Lawson was president and owner of **Bradley Mfg. Co.**, Windsor Locks and Boshea was purchasing agent, **Robertshaw-Fulton Controls Co.**, Milford, Conn.

Rodney A. Fletcher, chief auditor, has been promoted to the new post of administrative manager in purchasing, **A. E. Staley Mfg. Co.**, Decatur, Ill.



M. K. ADAMS



R. A. FLETCHER

Walter T. Wagner has joined **Modine Mfg. Co.**, Racine, Wis., as senior buyer and will supervise purchases of production materials. He had been purchasing agent for **Cribben & Sexton**, Chicago.

Billy M. Mason, assistant purchasing agent for **Reynolds Metals Co.'s** Corpus Christi, Tex., plant, has been advanced to purchasing agent for the firm's **Sherwin Alumina plant**. He succeeds **Roy F. Ash, Jr.**, who was named director of purchasing for **Eskimo Pie Corp.**, Richmond, Va., a Reynolds subsidiary.

Walter Tomsic has been named purchasing agent for **Jefferson County**, Denver.

Howard L. White, Jr., is the new purchasing agent for the **State of Alabama**.

David D. Baird was appointed purchasing agent for **B. F. Goodrich Co.'s** Los Angeles tire and fuel cell manufacturing plant.

Follow-Up Letters and Comments

P.A. Hits Back

St. Louis, Mo.

I would like to comment on your Jan. 30 article "Sellers Scream About P.A. 'Brutality'; Old Vendor-Buyer Bonds Loosening?" (p.1).

Price concessions for the most part are suggested by a salesman of a product that is made by at least five other manufacturers. He wants to sell to your company and the only way to get a buyer to change from one supplier to another is to make it worth his while, a cost saving to his company.

The fastener sales manager who complained about small orders is rather amusing. This fellow is the same man who just a short time ago raised the quantity needed to get bulk prices. He now knows how the buyer felt when the quantity was jacked up on him.

The charge of "ridiculous and exaggerated claims" is rather hollow. This man has people doing unfamiliar jobs because of cutbacks in labor force; this tends to produce very poor quality material at times. The one order that comes to my mind at the moment is one that had four items on it.

When the first shipment came in one item was acceptable. In the second shipment, two more items were accepted. The third shipment brought in acceptable material on the fourth item. This is really a poor way to do business, because the only one who makes a profit on the material going back and forth is the transportation company.

Sales people should see what their own purchasing departments are doing or how they have to work under present business conditions.

Edwin H. Bruenger

Purchasing Agent
Watlow Electric Mfg. Co.

Elkhart, Ind.

Your Feb. 6 issue contained information on a walkie-talkie to be retailed by **Iwata Electric Co.** under "Product News in Brief" (p.38).

Does Iwata have offices in the United States or who might their agents be?

E. J. Emery

Director of Purchases
Miles Laboratories, Inc.

• We suggest you write them directly. They are located at: 5 Knada-Hanabus-acho, Chiyoda-ku, Tokyo, Japan.

Purchasing Perspective

FEB. 27-
MAR. 5

(Continued from page 1)

at full gallop; nor does the law await arrival at the goal before condemning the direction of the movement."

What to do if you are involved in a reciprocal buying or selling proposal? Analyze the transaction carefully—with particular regards, says the FTC expert, to its probable competitive effects.

You can transgress the law even if you are not the dominant company in the field. Says Sheehy: "If you have an appreciable share of the market in any area and if the agreement or understanding is likely to foreclose competitors from that market, the caution signal should light up."

A purchasing agent attending last week's convention of the American Paper and Pulp Assn. could have memoed the home office about mid-week like this:

Dear Boss: By the time I get back from New York you may have some more gloomy statistics to toss at me; but this week, at least, I'm enjoying myself.

Why? Well, I read in the papers that the stock market bulls have been acting up again, and the Dow theorists believe that if the averages keep climbing, the next few days could signal a real upswing. You know more about stock trading than I do, so draw your own conclusion; but at least there's more optimism around, and that's good.

I heard Gen. Lucius Clay (chairman of Continental Can) talk last Tuesday, and the sense of what he said was: Don't let the bad news get you down. In other words, don't lose confidence and we'll snap back more quickly.

Sounded like good advice to me, especially after several other people here told me their orders are turning up again. That's why I wasn't too dismayed when Howard Whitaker (president of the association and head of Mead Corp.) said the paper industry profit-squeeze is going to be tougher this year. He did forecast a pretty fair over-all performance for '61, at least as good as last year. So you figure out what prices will be like.

I know you voted for Nixon, but some of the Kennedy Administration ideas on how to end the slump seem to be getting a pretty good reception—at least they're stirring the pond. The guys with defense orders seem to be happy anyhow.

Stopped off in Cleveland on the way East. Things have been pretty dead there, but you can spot some perk-ups around and about. Everyone's watching day-to-day developments hopefully, and the increase in the steel rate, low as it was, caused some comment. Some of my friends in the nonferrous foundries say they've had a market pickup in the last month or so. Generally, all around town, March and April are looked to as turning points.

Friend from Chicago says he went to the Auto Show opening there a week or so ago and found the place packed, attendance up about 50% over previous years. I guess that made the auto salesmen happy—at least the customers act like they're interested.

As I said—things may be just as dark as ever, but this change of scenery sure helps.

Shippers Blast Proposed Truck Rates

Cleveland — Shippers warned truckers last week that higher rates on East-Midwest shipments might force many of them to switch to rail deliveries.

The threat was made at a hearing on a docket proposal by Eastern Central Motor Carriers Assn. to boost LTL rates 10% and increase truckload and volume class commodity rates by 5%.

Though many of the shippers admitted the need for some rate revision, most of them charged that the rate-making group was not justified in asking for both a truck-load and LTL rate increase at this time. Some shippers proposed alternatives to the rate hikes, including an incentive rate to encourage loading efficiency by the shipper at the shipping source.

The Eastern Central Motor Carriers said that the new rate is needed to offset rising operating costs and declining profits. The group's executive committee met in closed session after the hearing to ballot on the proposed docket. Results of the balloting will be announced later this week.

Early this month, the rate-making group's executive committee approved another docket calling for the adoption of a flat rate system for "smalls" (shipments under 300 lb.), but this tariff has not yet been published pending outcome of the hearing on the broad rate revision. (Tariffs must be published before they can get ICC approval, which takes 30 days if no shipper objections crop up in the proceedings.)

Higher Tariffs to Accompany Seaway Opening

(Continued from page 1)
would reflect a similar upward trend.

"These higher rates are necessitated by higher operating expenses," the spokesman said. He cited an increase in stevedoring costs last July, and possible further increase in stevedoring and piloting wage rates in the forthcoming season.

Increases approximating 10% went into effect at the opening of the 1960 season, also, for many of the shipping lines.

Shipping circles indicate that many of the lines serving the Great Lakes through the St. Lawrence Seaway still have not

bin effect of the use of larger vessels and a decline in the number of nonscheduled or tramp vessels entering the Lakes.

Deepening of the Seaway's connecting channels as well as the Chicago Harbor and Calumet River to 27 ft. may help boost traffic in the Lakes trade this coming season, shipping men believe.

For the first time since the opening of the Seaway, direct service between Chicago and Japan and Hong Kong will be established. The Japanese line announced it will operate four large cargo vessels on a regular Orient-Chicago monthly sailing schedule. Previous service with some Lake Erie ports already had been established.

Paper and Pulp Producers Foresee Firmer Prices on Shipping Cartons

(Continued from page 1)
dicted a definite upturn by mid-1961 that will send the paper production operating rate up into the mid-90s—a level they haven't held since last June.

This outlook lined up with the observations of Martin R. Gainsbrugh, chief economist of the National Industrial Conference Board and one of the convention's principal speakers.

Gainsbrugh pointed to strong "end-product demand" and "the high rate of inventory liquidation in recent months" as indicating that "the low point of the current business contraction" has been reached, and that there would be a substantial improvement "at or before midyear."

FDA Regulations

Another convention topic that sparked a great deal of discussion was the effect on purchasing of the Food and Drug Administration (FDA) regulations concerning various food packaging materials.

P.A.'s who want to keep tabs on what their suppliers are doing to conform to FDA regulations got some valuable pointers on how to go about it from R. C. Wilcox, vice president of Marathon, a division of American Can Co.

Marathon's program, he explained, is to set up a master list of approved materials from which the company's mills may purchase in the manufacture of food containers. Any mill that wishes to use a material not on the list must send in a request, and if the material is cleared, it is added to the list.

P.A.'s should be specific in their inquiries to suppliers about whether certain materials can be used for food packaging, Wilcox urged. Some can, for example, be used on the outside but not on the inside, and some can be

used in certain processes of manufacture and not in others.

Raw materials that will probably be disallowed for use in food packaging, he said, include bags that had contained pesticides and similar materials, and No. 1 mixed waste paper.

Manufacturers Of Glass Containers Plan Price Boost

(Continued from page 1)
"labor costs alone, the largest single factor in glass container production, will have risen by approximately 60¢/hr., including base rates, fringe benefits, and incentive pay, since January 1, 1957."

Other costs have also risen in this profit-squeezed industry. Transportation, which accounts for 9% to 10% of over-all costs, has been in steady uptrend over the past few years.

Still other pressures have come from rising fuel, construction, and mold making costs.

Most industry leaders were confident the rises would stick. In addition to the profit squeeze now felt by most firms, demand for glass is showing signs of perk-ing up.

This year's food pack, for example, is expected easily to surpass last year's total yield, which was kept down by cool weather.

In addition, there are several "dark horses" in the glass makers' stable. Nonreturnable beer bottles (up 33% last year) and other non-returnable beverage bottles (up 17%), for instance, are expected to show even bigger gains this year.

If these gains materialize, they could effectively absorb all the excess capacity that now is plaguing the industry.

Seaway Set to Open

Montreal — The St. Lawrence Seaway Authority says that unless ice and weather conditions interfere, navigation on the Seaway will open on the following dates: Welland Canal, April 1; Sault Ste. Marie Canal, April 4; South Shore, Beauharnois, and Iroquois canals, April 15; and Lachine and Cornwall canals, April 15.

reached the profitable point on their Lakes operations, although more hope to do so in the 1961 season.

Rates for shipping lines serving Mediterranean ports also will see changes. A spokesman for a conference of 10 lines in this trade admitted there might be some adjustments but declined to make any predictions.

The only carrier presently serving the Lakes-Caribbean trade is not expected to increase ocean freight rates substantially, although some adjustments may be in order.

Last year, 482 overseas vessels called at Chicago, 40 less than in 1959. This represents the com-

Discounts on Copper Tube

(Continued from page 1)
lasted less than a day," commented a leading brass mill spokesman. "It's not surprising. Business is bad right now, and the mills are going after all they can get."

Some mills are thinking of including the discount in their official price lists. The reason most of them haven't already done so is because they want to leave themselves an out, in case demand takes a sudden spurt.

Price Changes for Purchasing Agents

| Item & Company | Amount of Change | New Price | Reason |
|--|------------------|-----------|----------------|
| INCREASES | | | |
| Tin salts, potassium stannate, lb..... | .004 | .784 | metal firmness |
| Sodium stannate, lb..... | .004 | .642 | metal firmness |
| Tin crystals, anhyd. lb..... | .006 | \$1.007 | metal firmness |
| Oleic acid, tanks, lb..... | .0075 | .1475 | |
| Stearic acid, lb..... | .0075 | .16 | |
| Industrial paints, Glidden (April 1), Pitts. Plate Glass (Mar. 1)..... | 3% | | incr. costs |
| REDUCTIONS | | | |
| Mischmetal (ceralloy), Ronson, ingots, 2000 lb. min., lb..... | .10 | \$2.70 | prod. econs. |
| Acetamine, yellow, CG, bbls., lb..... | .16 | \$2.18 | |
| Dodecenyl succinic, anhydride, earlots, lb..... | .25 | .50 | |
| Menthol, Brazilian, lb..... | .10 | \$8.00 | competition |
| Styrene-acrylonitrile copolymers (tyril) Dow, lb..... | .015, .025 | | expand markets |

Late News in Brief

Oil Prices Defended

New York—Oil refining companies, defending a series of price increases on heating oil this winter, said a federal inquiry ordered by President Kennedy would find the increases justified and in line with those of recent winters. Companies said additional transportation costs, higher wages, and other higher expenses contributed to the price rises.

More Paint Increases

Pittsburgh—Pittsburgh Plate Glass Co. and Glidden Co., Cleveland, have announced 3% price boosts on industrial paints, following the lead of Du Pont and Jones-Dabney who announced increases last month. The increases are effective March 1.

New Aluminum Rolling Mill

New York—Bridgeport Brass Co., Cerro Corp., Aluminium, Ltd., and Scoville Manufacturing Co. have selected Oswego, N. Y., as the site for a joint operated aluminum rolling mill. The \$30-million plant, expected to be completed in two years, will supply aluminum re-roll stock to meet the expanding needs of the sheet mills of the participating firms.

Synthetic Rubber Plant to Be Built

Pittsburgh—Blaw-Knox Co. announced it will construct a synthetic rubber plant for Goodrich-Gulf Chemicals, Inc., at Institute, W. Va. The plant, which will turn out Ameripol (CB) synthetic, will have a 20-million lb./yr. capacity and be operating by the end of this year, Blaw-Knox said.

Bethlehem Constructs New Unit

Sparrows Point, Md.—Bethlehem Steel Co. says it is constructing a new tar distillation unit at its plant here for the recovery of chemicals from coke-oven tar to be processed at Allied Chemical facilities at Philadelphia. Bethlehem said plans call for first production by the end of 1961.

Dow Cuts Tyril Prices

New York—Dow Chemical introduced a lower-price addition to its styrene-acrylonitrile copolymer Tyril 750—last week, and reduced the prices of its established Tyril resins. The reductions ranged from 1½¢ to 2¢/lb. For lots of 20,000 lbs. and up the new prices for Tyril 767 and 780 are: 39½¢/lb. for crystal, 40½¢ for Crystone, and 43½¢ for standard and special colors.

The new Tyril 750 comes in crystal only and sells at 34½¢/lb.—5¢ under the established Tyril crystals.

Rising Demand Prompts Allied Chemical To Double Succinic Anhydride Output

Buffalo, N. Y.—Allied Chemical Corp. will double the succinic anhydride capacity of its National Aniline Div. plant here.

Enough capacity already has been added so that Allied is able to fill all orders for the chemical. In recent months, the company had been rationing the chemical among its customers because demand outstripped supply. Allied is the only domestic pro-

ducer of succinic anhydride.

Demand for the chemical rose sharply after a price cut last July, according to Charles P. Berdell, director of chemical sales. At that time the price was reduced from 75¢ to its present level of 51¢/lb. in truck and car load orders. The chemical costs 52¢/lb. when ordered in smaller quantities.

Berdell said that when the expansion is completed Allied will have more than enough capacity to meet all present and future customer needs.

Succinic anhydride is used in resins, plasticizers, coatings and adhesives, and as an intermediate chemical in the manufacture of pigments, lube oil additives, cosmetics, pharmaceuticals, perfumes, corrosion preventives and insect repellents.

Allied also said that by May 1 it again will be able to produce dianisidine, tolidine, and di-ortho-phenyl at the Buffalo plant. Production of these chemicals, which are used as intermediates in the manufacture of dyes and paint pigments, was halted last August when part of the plant was wrecked by an explosion.

AMC Boosts Discounts

Detroit—American Motors Co. has cut the wholesale price of its Rambler American Custom and Super models 2% in an attempt to spur sales. This was done by raising the discount given to dealers on the two models from 21% to 23%, saving them from \$30 to \$40.

While the retail prices of the cars will remain the same, dealers may pass some or all of the extra profit on to buyers in the form of bigger allowances on trade-ins.

In general, the dealer discount throughout the industry is 21% on compacts, 25% on standard-size cars and 30% or more on high-price cars like Cadillac.

New Lures for Shippers in Jet Cargo Boom

(Continued from page 1)
two lines—Flying Tiger and Riddle—to promote air traffic.

• **Transatlantic rates.** "Open rate" warfare was developing in transatlantic air freight rates as U.S. and foreign carriers began formulating their own tariffs (see p. 21).

• **Equipment.** In July, both Flying Tiger and Seaboard & Western will put new 65,000-lb. capacity CL-44s in operation. In the case of Flying Tiger alone, the new swingtail, all-cargo transports will increase the line's capacity from 504,000 lb. to 1,154,000 lb.

• **New shipper services.** More and more, airlines are tailoring services to the individual shipper. American Airlines, for example, plans to re-align its sales operation on the basis of small, medium and large cities in an effort to adapt service to specific shipper needs.

United Airlines, Delta, and Flying Tiger also have been pushing air freight shipments with vigor through major promotion programs aimed at purchasing executives and traffic managers (P. W., Aug. 8, '60, p. 1).

All-cargo service by all-purpose lines got a boost from a CAB examiner's proposal that American be allowed to fly all-cargo between San Antonio and several major cities, between Houston and San Francisco, Detroit and San Francisco, and that Delta be given an all-cargo route between Houston and Dallas.

Equipment

On the equipment front, all-purpose carriers are in the process of converting 120 piston-engined aircraft to all-cargo carriers. American has 15 DC-7s converted or being converted; United, 6; Pan Am, 10. Super Constellations are being converted at this clip: Eastern, 5; TWA, 14; National, 4; Real, 4.

The converted DC-7s and Constellations average 30,000-lb. capacity, while the pure jets (DC-8s and Boeing 707s) provide up to 14,000-lb. cargo capacity in addition to their passenger loads.

All-cargo carriers are moving into the all-cargo turboprop field with orders for 17 Canadair CL-44s. Flying Tiger has ordered 10, which it will operate in addition to 12 reconverted Constellations. Slick, with five reconverted Connies, has ordered two for November delivery.

Overseas carriers show an even tougher competitive picture than domestic lines, especially on transatlantic routes.

Seaboard & Western is adding five CL-44s to its fleet of eight reconverted DC-7s.

Seaboard accompanied its plan to begin operating turboprop aircraft in July with a proposal to cut rates up to 75%. Since then, most overseas carriers and foreign flags have come up with their own reduced-rate proposals.

The situation could explode into open rate warfare on April 10 if agreement on lowered transatlantic rates isn't reached by that time. A three-week meeting of the International Air Transport Assn. ended without agreement on reduced tariffs.

Seaboard, Pan Am, and TWA said they would publish their own rates if no agreement had been reached by April 10. BOAC and Air France also came up with specific reductions, and other foreign flag airlines said they would also reduce rates if an open rate situation came about.

Air freight forwarders are strong contenders for the shipper's business, particularly on overseas shipments. A premium service in the U. S., forwarders show savings for the shipper on most overseas deliveries. Because the CAB does not set minimum rates for air forwarders, here is one area where the shipper can benefit from shopping around.

For example, Air Cargo Consolidators, Inc., points to savings of 17.5% over airline rates on general commodity rates, N. Y. to Tokyo, in the 100-500-lb. category. It cites savings of 32% on 100-lb. general commodity shipments, N. Y. to Frankfurt.

Non-scheduled carriers have had tough sledding, but they're still fighting for business, largely on a charter basis. Domestically, they may fly unlimited charter flights plus 10 individually ticketed round trips per month between any two cities in the U. S. In January, President Eisenhower rejected a CAB proposal to extend this authority to overseas flights. But the nonskeds have said that they will battle the CAB ruling.

More and more, the shipper can expect personalized service from the air carrier. Last year for example, United set up a task force of cargo analysts to prepare a air freight distribution plan for a company's products.

United planned to couple this service with a "Profit Analyzer" it has been developing in actual practice since last fall. It provides a "rule of thumb" way of determining whether air freight will reduce shipping costs.

Prices of Airplane Parts Makers Draw Scrutiny

New York—Trans World Airlines reveals it has obtained "substantial cost reductions" as a result of a campaign to convince suppliers to adopt more consistent price practices.

At the same time, Sen. John Stennis (D-Mo.) announced that his Senate Preparedness subcommittee would conduct a preliminary inquiry to determine whether the government has been paying inflated prices for plane parts. The senator said his attention was drawn to the problem by a report on a meeting in Kansas City last June at which TWA first aired its grievances.

At that time, representatives of 59 of TWA's key suppliers heard the airline complain about "deficiencies and inconsistencies" in supplier prices. The airline cited as examples:

• The flight engineer's seat on one jet cost \$2,590, while on another jet, an almost identical seat cost only \$695.

• Cabin temperature units produced by one company cost \$1,537, while another manufacturer charged only \$329.

• TWA also said many suppliers were refusing to sell spare parts. In one case, this meant the airline had to replace a small timing motor at a cost of \$230 when it could have been repaired for \$10 if parts were available.

As a result of the meeting, R. M. Dunn, TWA vice president for technical services, says that in addition to lowering specific prices, suppliers have produced more repair parts, improved packaging and product performance and reduced manufacturing time.

New Draft Control Device Chalks Up 17% Saving in Fuel Oil Consumption

New York—A 17% saving in fuel oil consumption was achieved in a 12-story building here last month in a test of a

draft control device marketed by Fueltronic Corp.

The building at 35 W. 35th St. used only 4,590 gal. of no. 6 oil in January, compared with 5,524 gal. during the same month a year ago, reports Norman Miller, Fueltronic president. The test was unexpectedly rigorous, since last month turned out to be the coldest January in this area in 13 years, he said.

Miller said the device, known as the Fueltronic Draft Governor, should result in a minimum fuel savings of 10% under any conditions. On this basis, he calculates that it will pay for itself in one or two years after installation.

The Governor is inserted directly into the smoke pipe leading from the furnace to the chimney. It regulates the damper, keeping the amount of draft at the most efficient level and preventing the escape of excess heat.

The governor comes in various sizes to fit pipes from 6 in. to 48 in. dia. The installed cost of a governor in a typical 10-story building having a 20 in.-24 in. wide pipe would be about \$300, said Miller.

IRD Starts Leasing Plan For Analyzing Equipment

New York—International Research & Development Corp. has launched a rental program for manufacturers who would rather lease than buy its preventive maintenance equipment.

The program will be supervised by Talcott Leasing Corp., a subsidiary of James Talcott, Inc. Plans call for Talcott to buy equipment from IRD and rent it to industrial users. On expiration of the lease, the user may either continue to rent or buy the equipment outright for a nominal price.

The IRD vibration analyzing and portable balancing equipment is designed to assist manufacturers in obtaining improved performance from all types of rotating or moving production machinery. IRD is a subsidiary of H. H. Robertson, manufacturer of building materials.



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